

ORAL HYGIENE

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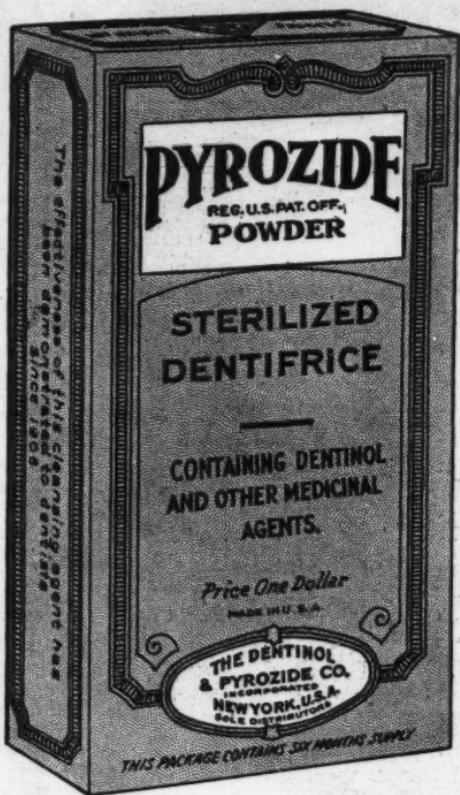
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CONTENTS

December 1928

WHO AM I? - - - - -	By M. W. Gaillard, D.D.S.	2301
FURNISHING AND DECORATING THE DENTIST'S OFFICE - - - - -	By Theodora Brownfield	2302
COLLECTIONS—A DIAGNOSIS AND A TREATMENT— PART II (CONCLUSION) - - - - -	By E. Frank Miller	2307
THIS DENTIST'S HOBBY IS ASTRONOMY - - - - -		2315
FACTS AND FANCIES DOWN IN DIXIE - - - - -	By C. Edmund Kells, D.D.S.	2317
ORAL HYGIENE'S LIBRARY TABLE - - - - -		2319
THE FLAME OF FAITH - - - - -	By Merwin B. Massol	2322
SOUTH DAKOTA SHOWS US HOW - - - - -	By Merle R. Hopkins, D.D.S.	2323
THE DENTIST'S WAITING ROOM BLUES - - - - -	By Elias Lieberman	2324
"DEAR ORAL HYGIENE" - - - - -		2325
DENTAL FINANCIAL ADMINISTRATION - - - - -	By Herman J. Keyser, D.D.S.	2329
THE DON HEROLD CARTOON - - - - -		2330
ONE EVENING - - - - -	By C. N. Johnson, LLD., M.A., D.D.S., L.D.S., M.D.S.	2332
LOOK OUT FOR PHONEY COLLECTION AGENCIES - - - - -	By E. F. Harrington, D.D.S.	2334
"ASK ORAL HYGIENE" DEPARTMENT - - - - -	By Geo. R. Warner, M.D., D.D.S., and V. Clyde Smedley, D.D.S.	2337
EDITORIAL COMMENT - - - - -		2340
LAFFODONTIA - - - - -		2344

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A JOURNAL FOR DENTISTS

EIGHTEENTH YEAR

DECEMBER 1928

VOL. 18, No. 12

Who Am I?

By M. W. Gaillard, D.D.S.,
Mobile, Ala.

EVERYONE in this whole land of ours knows me. I have rubbed elbows with men, women and children of every class—rich and poor, good and bad. I have been in personal contact with Presidents. Great politicians have personally sought my support. I have sustained Supreme Court Judges and have upheld judges of the other courts.

I am known internationally. Great writers have written about me. Every capital in the world desires my presence. Congress has passed laws solely for my benefit.

Gold and silver are always within reach of me and though it goes to the head of others it does not go to mine. Countless thousands of dollars have been spent upon me, yet financially I am not worth much.

With all my fame I live in an atmosphere of uncertainty. I never know from one minute to the next what my position may be. I have been arm in arm with the most prominent women and without the least warning have had them kick and claw me. Strong men often grab me by my arms and twist and grip me with all their might. My back is stretched and put in odd shapes for the comfort of others.

And, you ask, "Who am I?"
I am the Dental Chair.

Furnishing and Decorating

By Theodora Brownfield

TO make just the right impression, the reception room, as its name implies, should be distinctly attractive and welcoming in appearance. It should be made comfortable and enjoyable.

Such results are not difficult to achieve, if the following points are kept in mind: simple and harmonious color schemes, conservative choice of furniture, tasteful arrangement of it, and careful attention to the decorative details of draperies and pictures, and the lighting arrangements.

To begin with color schemes, restful ones are always best for backgrounds, as gray, tan or green. Then for "cheering up," one may use orange, yellow or rose, with a darker tone of the background for emphasis, in trim. For example, gray might be used for walls and floors, with rose to add warmth to the scheme. And darker gray or even black introduced here and there would make the contrast of colors more effective. Again, tan walls might be interesting with yellow for decoration and darker brown would give "snap" and prevent a "wimpy-washy" effect when dignity is desirable.

Modern offices are favoring the tan and gray backgrounds with woodwork in a darker tone for trim. Whether the walls are papered or stucco in

finish is a matter of personal choice, however, for both styles are to be seen. Papers that simulate stucco in texture are popular with several colors blended into a neutral background. And plaster is finished in stipple, and various trowel or sponge effects, with two or three tones of color worked into the surfaces.

Floors are best in a hue darker than walls, to maintain a pleasing sense of balance. And for gray or tan color schemes, rugs or carpets in taupe or gray with a darker border are always in good taste. Linoleum is a floor covering much in favor also, for the reception room and may be chosen in plain or patterned styles. Tiling is one of the most popular effects to be gained by this material and is smart in combinations of tan and brown, black and gray, black and white or green and gray, dependent, of course, on walls and woodwork.

The choice of furniture should be governed by the size of the waiting room to be furnished, and the style of office that is maintained. Gone are the days when the broken-down sofa, or the worn easy chair was shipped from the house to the office. Odd pieces (and weren't some of them odd?) are no longer put out in the front office. Instead attractive and comfortable pieces are selected for

Waiting in the Dentist's Office

Brownfield Los Angeles, California

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The reception room of Dr. Card of Boston, shown through the courtesy of the J. J. Crimmins Company.

the modern dentist's reception room.

Mahogany leads the list as most elegant and dignified, walnut comes a close second and other attractive styles can be found in wicker or enamel finish. Chairs that are both practical and comfortable should be selected when considering

"styles" and a mixture of rockers and straight back chairs is wise, to suit all tastes. A davenport that provides several seats is also a convenient piece to have in the waiting room. And furniture with a minimum of upholstering is most satisfactory and sanitary. Removable pads and cushions come on most of



This is Dr. Card's reception office.

the wicker furniture and may be specified when ordering furniture in walnut or mahogany, or any other wood.

A matching table or two is another necessary furnishing in the regulation reception room.

And with the tendency "to shove" the table out of the center of the room, there has grown up a style of side-table or console that is very practical and pleasing for small rooms.

The arrangement of furni-

ture has much to do, in fact, with how the individual pieces, and the whole office, appear. In general, large pieces of furniture are best against walls, small pieces grouped, and center floor areas left "free for traffic." A chair near a window, another near a light, another near a table and the davenport given the biggest wall space is likely to suit most offices. One must remember, however, not to put all the heavy pieces on one side of the room and all the little fancy affairs on the other side of the office, if the place is to appear in proper balance, and restful.

Attention to little details of decoration plays no small part, too, in making the reception room attractive and up-to-the-minute in style. Draperies in distinctive pattern or color, and such "tremendous trifles" as a lighted lamp, an artistically framed picture and a pretty potted plant spell charm and cheer. If walls and floor are plain, gay figured drapes are effective but if walls and floor are patterned with color, curtains of one tone are usually most pleasing, chosen in a color that echoes some hue in the general color scheme.

Many offices are using such materials as monk's cloth or pongee which comes in a soft gray or tan, and cretonnes are used for patterned effects. Where windows are to be screened, the gauzes in two-tone metal effects are very pop-

ular and nets in tan or cream are a less expensive substitute. If there is a pleasant vista from a window, it is always well to leave it unobstructed. And for such a window, a simple draping of curtains at the side or across the top of the window, in lambrequin or valance effect, is recommended. Some draping does improve any window, however, taking away the stark and bare look of woodwork as well as to soften light when it is glaring.

Lights within the office are another detail of decoration that is being made the most of today. Lamps shaded with such colors as rose, apricot and yellow give cheer and beauty and may be chosen in several styles of standards. A table lamp and again, a bridge or floor lamp near a chair or davenport will not be overdoing lamps, particularly in a dim or dark office that needs artificial light.

Pictures should have a place in waiting rooms, also, to make walls interesting and inviting. Landscapes, seascapes and quiet studies make good subjects. As for frames, though light and simple in design, to be in good style, they may be as gay as one likes.

One other decorative detail not to be forgotten is the placing of flowers and plants in the reception room. A few flowers tastefully arranged in a low bowl or jar add a refreshing touch to any scene, and potted plants are useful for this pur-

pose. Ones which are good for indoor use are ferns, begonias, coleus, aspidistra, Jerusalem cherry, geraniums in several varieties, ivy and myrtle. On a window ledge, or in a plant stand, a bit of greenery is cer-

tain to be ornamental to any office.

And one should remember too, that pleasing surroundings reflect prosperity as well as helping to put patients into the best of moods.

Please be Patient, Old-Timers!

ORAL HYGIENE has several more old-timer articles on file and they will appear in early issues. We never like folks to think we ignore contributions, for we don't. But in making up the magazine each month, consideration must be given to timely articles, which can't be held. And then, too, everything must dove-tail mechanically. So it isn't always possible to print each contribution as early as we'd like to.

Do You Want Some Booklets, Too?

A vigorous campaign in preventive dentistry has been launched by the New York Tuberculosis and Health Association. In the belief that prevention of oral diseases must start with the child, the Association has prepared a booklet "Children's Teeth and How to Use Them" for the education of the lay public in dental health facts.

The co-operation of the dental profession in Greater New York has been solicited. The Joint Dental Education Committee on the first of October circularized all registered dentists, urging upon them the importance of education in preventive dentistry and offering them copies of the book for distribution to their patients at a cost price of \$3.50 a hundred.

Included among the facts presented in "Children's Teeth and How to Use Them" is such sound advice as the following: deciduous teeth should be kept in healthy condition until naturally shed; the child should first be taken to the dentist between the ages of two and three; teeth should be examined by the dentist every six months.

It is hoped that this educational campaign will result in an increased demand from parents for preventive dentistry for children, and a better appreciation of mouth hygiene as a contribution to health and welfare.

COLLECTIONS

A Diagnosis and a Treatment

Part II (Concluded)

By E. Frank Miller

We hope that you read the first chapter of this interesting and helpful article, which appeared in November ORAL HYGIENE. This series of letters should make even the most dilatory creditor go into action with his check book.

LETTERS 13 AND 14 — are very mild notes to follow any one of the first twelve letters in the series—an additional memory stimulant to keep the patient from considering the account dormant or dead; or judging the dentist too lenient or of too short memory, or lax in system.

LETTER No. 13

(Salutation)

Did you send me a check for \$— due on your account for professional services rendered?

Of course it may have gone astray in the mail, and I wish to save myself the trouble of sending you another statement, and am quite anxious to avoid bothering you with another reminder; but according to my records payment is due, never having been received.

Your promptness in clearing up this matter will be highly appreciated.

Respectfully,

LETTER No. 14

(Salutation)

Good Morning:

Just dropped in to deliver a personal message that I haven't re-

ceived that \$— I have mentioned to you several times previously.

While you have this letter in your hands suppose that you just write out a check and put it in the mail, or place the letter in your purse or pocket so you will remember to stop the very next time you are near my office.

Yours truly,

LETTERS 15 TO 23 INCLUSIVE — explain themselves by reason of the situation to which they apply. They are written to appeal to some extent to a particular occasion or station in life that carries to the patient the special friendship of the dentist; which the patient, if he is a human being, cannot avoid in his obligation to pay his account.

Nor will he wish to ignore a dentist so intimately interested in his personal welfare, beyond the mere contact of professional services.

It's the human element that counts in all relations between persons, and in these letters a certain message and atmosphere is carried far beyond ordinary collection systems. These letters, 15 to 23 inclusive, can be interspersed anywhere they may apply, in connection with the other letters of this series.

Your particular attention is directed to letter number 23 which is the good thought of

someone else, but so subtle in bringing to mind that which no patient would desire to have his employer know, (the revelation of being a slow-paying debtor) that it was considered well worth while to include it here.

LETTER NO. 15

(Salutation)

I am sorry to hear that you have [had illness in your family or been ill]. I felt sure there must be some good reason why I have not heard from you about that money you owe me, a statement of which was sent you some time ago.

Will you please feel assured that I sympathize with you and hope for a speedy and complete recovery.

In the meantime I want to help you all that I can, and I will not urge you again to pay me until I feel that you are able to do so.

If you want to send me a small remittance now and allow the balance to go until a little later date when you are more able to pay, that will be satisfactory.

Be assured that I value very highly the professional relationship that exists between us, and appreciate whatever you do in this matter now. With best wishes, I am

Sincerely,

LETTER NO. 16

(Salutation)

I am sorry to hear that you have not been as continuously employed as you would like to be. I felt sure that there must have been some good reason why I have not heard from you about that money you owe me for dental services, a statement of which was sent you some time ago.

Will you please feel assured that I do not want to work any hardship on you by an over-urgency that you pay me? I would rather have you know that I hope your affairs will soon adjust themselves to your complete prosperity. If I can do anything to bring this about

I will be glad to let you know and I want you to feel free to call upon me any time you think I can aid you in securing a new position.

If you want to send me a small amount to help reduce your bill at this time, I'll be satisfied with that until a little later date when you are more able to meet this obligation.

Be assured that I value very highly the professional relationship that exists between us and appreciate whatever you may do in this matter now. With best wishes, I am

Sincerely,

LETTER NO. 17

(Salutation)

So you have a new baby at your house! That's wonderful and I hope the little tot will bring you all the joy and happiness that you expect from it.

Be sure and ask your physician to thoroughly explain to you just what the baby needs to bring it a healthy, normal set of teeth, when the time comes. Let's save it all the dental work we can by learning the proper preventives now.

Which of course will remind you of your own dental work I did for you. In the anxiety and happiness of the occasion which has just taken place, you naturally forgot to send me a payment on the statement which I sent you some time ago for dental services.

Thanking you in advance for your co-operation, I am

Sincerely,

LETTER NO. 18

(Salutation)

One of the real pleasures in the practice of my profession is when I help to make the little children healthy, comfortable and happy. The interest I take in the treatment of children is just a little different somehow.

So when I treated your [boy or girl or children] I was more than ordinarily interested. With this attitude on my part, I suppose I cannot be unduly persistent if I expect

the same more-than-passing interest from you in paying the account of \$— for the professional services rendered.

I dislike mentioning this matter, but if I forget about it and you overlook it too, possibly the question would remain unsettled longer than either you or I would like to have it.

Will you kindly let me know your intentions, or else just bring in or send along the remittance and satisfy both of us?

Yours truly,

LETTER NO. 19

Dear Madam:

If you operate your household finances on the budget plan, you have undoubtedly made provision to meet your bills for professional services.

If you are on an allowance, in all probability you have an agreement as to who pays the doctors' bills.

If this is a matter for someone else in your home, besides yourself, refer it to them.

But, without question, you have some method of meeting this expense.

I know all the various happenings and contingencies and unexpected expenses that arise in the home, so you see I know just how the matter of paying my bill for \$— may have been overlooked or been delayed.

I am taking it for granted that you will remit to me soon or will tell me why and expect my appreciation of any difficulty you may be in. May I have your payment or hear from you in a day or so?

Very truly yours,

LETTER NO. 20

Dear Sir:

In the conduct of your business, I'll venture to say that you have a very systematic method of collecting your accounts. You can't continue successfully unless your customers pay reasonably promptly.

Unfortunately very few profes-

sional men are thus organized, and so once in a while we get down to business—instead of the practice of our profession—and try to have our patients consider us in the same position as themselves, operating a business, the success of which is dependent upon the co-operation of patients.

I wish you would consider this letter about the \$— you owe for professional services purely as a business proposition, and, in the routine of your daily system, make provision to remit to me the same as business firms deal with one another.

Appreciating your co-operation, I am

Respectfully,

LETTER NO. 21

Dear Sir: When I performed those professional services for you, for which you owe me \$—, I made a better body out of the one you brought to me.

Unless you are in good health you cannot expect to do the hard work, that day after day earns your living and supports those dependent upon your labors.

And did you ever stop to think that I was working for you all the time and am therefore entitled to my wage as soon as I can get it?

I believe that I did good work for you and I wish that you would come around soon and pay me. If you can pay only a small part each time, do it that way and I'll agree to it, but I think that the friendly thing for you to do is to come and see me again and tell me just how you want to arrange payment of this bill.

I will be glad to see you or have your payment as soon as you can pay.

Cordially yours,

LETTER NO. 22

Dear Miss ———:

As you work day after day, I hope you give some consideration to the fact that the professional

services which I rendered for you, are in some small or large part responsible for your feeling well enough to hold your position at all. Bodily health contributes to your efficiency, appearance and happiness while at your daily duties. Your employer takes that into consideration. Since my services contributed to some extent toward keeping you able to earn your living, am I not entitled to the courtesy on your part of paying me the \$— due me?

Of course the many different places over which a girl of your position must distribute her salary sometimes make it difficult. I know about that, but believe that you will agree with me that it's about my turn now. So, please arrange to send me the amount, or a part of it, and tell me when I may expect the balance.

Thanking you in advance, I am
Respectfully,

LETTER No. 23

(Salutation)

That I have been lenient in waiting for you to pay your bill, you will have to admit. I have waited long and it is my characteristic to be patient.

My tolerance at least is entitled to some courtesy on your part, either a remittance or an answer as to why you do not send it.

The usual reason for not paying bills is because of lack of money. If you have been "hard pinched" or just "can't make ends meet" tell me so, because I do not want to keep writing letters like this to you all the time. Perhaps I can do some good. I believe that I am in a position to go to your employer and tell him the predicament you may be in and ask him to try and help you out, at least temporarily. Many firms are very kindly in doing this. If I can be of assistance in this way let me know.

But as one friend to another, either send me your remittance or let me know when I may expect it. Thanks.

Very truly yours,

LETTER 24—extends an offer that may have arisen in the mind of the patient; that is, to dispose of the account in small payments over a period of time. This offer eliminates a possible loss of the whole account, gets more money coming into the office, retains the friendship and the patronage of the patient, secures his admission of the obligation, and as each part payment is made it may inspire the psychology of urging him with a real desire to pay the bill as fast as possible as the total balance becomes smaller and smaller.

LETTER No. 24

(Salutation)

For some reason that I do not know, you have not sent me a remittance to cover your account with me for professional services, nor have you answered my previous letters.

Knowing you from the times that you have been in my office, I am quite happy at having you for one of my patients, so I do miss your co-operation in making a payment.

If it's a question of amount, you need not pay it all at this time if it is not convenient for you to do so. I will be quite satisfied for you to make a part payment now and the balance later according to any plan you suggest.

But I do wish that you would act very soon, because you will save me quite a little work in keeping a record of your account and reminding you again. I would rather devote all of my time to my practice.

Very truly yours,

LETTERS 25 AND 27—continue to ask for the remittance but also ask the reason *why* payment cannot be made. This

is for the purpose of getting the patient to admit the obligation:

LETTER No. 25

(Salutation)

— and now after writing you all these letters and statements, I wonder what is keeping you from sending me a remittance. Your reason concerns me.

You were interested, of course, in my giving you good professional service. I believe I did.

You continue to benefit by the services which I performed for you. And yet we have not met for the purpose of taking care of your account of \$—. Will you tell me why?

The way is easy—just call me over the phone, come in and see me, or slip the remittance in an envelope and drop it in the mail box.

Respectfully,

LETTER No. 26

(Salutation)

Do you wonder why I am so confident of my position, that I continue to urge you to pay that \$— still outstanding on your professional account with me?

It is because I believe that every person is inherently honest and does the best he can to be and to continue so. I am trying to have a letter arrive at the right time to catch you in the mood and position so that you will obey it and pay me.

Are you going to look back some day and say: "I wish I hadn't neglected to pay Doctor —. Somehow I don't feel right in paying him at this late date," or are you going to send me a check now? Thanks in advance.

Very truly yours,

LETTER No. 27

(Salutation)

You have not sent me your remittance for \$— to cover my statement for professional services.

Why?

It cannot be the fee—for you would gladly give me many times

that amount for the benefit derived from being bodily normal.

It cannot be the want of time—for a few mere strokes of the pen or a few steps to my office make it easy for you to pay me.

It cannot be that you are no longer interested in the service I gave you because you no longer need it—because the obligation was mutual; I was to do the best I knew how; you were to pay for it.

It cannot be that you think the service unnecessary or rendered without charge—because you needed my service and did not come to me as a charity patient.

So I write once again, "Please send me the remittance, or part of it, or tell me why."

Respectfully,

LETTERS 26 AND 28 TO 32 INCLUSIVE—are follow-up letters to be used on slow and stubborn accounts where continuous pounding away at the subject in an argumentative manner may finally succeed in bringing about payment of the account.

LETTER No. 28

(Salutation)

Putting one's self in another person's place is a mighty good thing to do sometimes. It has given many a person a new point of view from which he derived decided advantage to himself.

Now slip yourself into my place for a moment and see if you wouldn't feel just as I do, if I owed you the \$— which you owe me, and never gave any attention to your requests for payment.

Put yourself in my position in more than just spirit. Do it in a practical way, now that the matter is again fresh in your mind. Mail me the remittance or stop in and tell me when I may expect it.

Appreciatively yours.

LETTER No. 29

(Salutation)

Has it ever occurred to you that after I have sent you so many statements and letters, and then continue to write and send more, that I must have strong reasons for doing so?

The expense, annoyance and loss sustained by me due to your withholding payment of \$— on your account, may seem to have made me impatient. It has not, but it does urge me to try and make you see this matter from a purely business standpoint.

I am very sure that you are going to stop in and pay me or send me a check; but, good intentions when undelivered are hard to appreciate.

As a matter of both safety and pride, I trust that you will attend to this soon.

Very truly yours,

LETTER No. 30

(Salutation)

If one of these days you should discover that a mighty good friend of yours, who had given you the best he had in the way of friendship, courtesy and understanding, had suddenly severed his contact with you without apparent cause, you would wonder if you had contributed to the reason for his "coolness," wouldn't you?

Your inattention to my requests that you remit \$— for my professional services, has concerned me to the extent that I would like to know if I have offended you in this matter.

If I have, call me up or come in and tell me so. There is a lot of truth in Shakespeare's saying "On the great clock of time there is but one word—Now," so will you take the next two minutes to look after this matter?

Yours truly,

LETTER No. 31

(Salutation)

So long as you have realized the necessity and comfort of having

your body in proper condition, why not admit that it is also necessary to pay the \$— which you owe me for professional services? You can easily understand this if you give the matter thought.

The most forceful reason why you should, is because most people do. Nobody knows better the immense necessity of professional services than those who have required them.

Why a grateful heart doesn't urge you to send me a remittance is not understandable to me. I wish you would send me the remittance or at least tell me why.

Respectfully,

LETTER No. 32

(Salutation)

Is it fair, [Madam or Sir] to the hundreds of patients of mine who assist me in rendering services by paying their bills promptly that you should

—neglect to pay

—refuse to answer

—continue to avoid paying your bill

—turn deaf ears to my notices and yet have the advantages and the daily use of the professional work I did for you? Is it right that other people should support my practice so I can work for you who have owed me \$— for a long while? This fact has been brought home to you time after time.

Should I not have your hearty and continued moral and financial support in order to be ready to serve you well again. Please remit and save further discussion of this subject.

Yours truly,

LETTER 33—is unfriendly to the extent of being a little harsher in tone than the rest. Sometimes impatience is a way to get something done.

LETTER No. 33

(Salutation)

Suppose the postman, who brought you this letter, had been the sheriff

—and instead of handing you this friendly letter, you had been handed an unfriendly summons to come to court and tell the judge why you failed to pay me the \$—— you have owed me for so long.

Why await a shocking reckoning? I have repeatedly called your attention to this matter, so the fault cannot be mine. I did my work for you in good faith and am a peaceful sort of a person, but when I discover that my confidence has been violated and misplaced, I rather feel that more vigorous methods are entirely in order, because if you don't think enough of yourself to be fair about this account then I suppose that I ought to take the same attitude.

Come, let's not have any trouble. Send me your check or call me up and tell me why.

Respectfully,

LETTER 34—contains a threat that may work toward securing the fee, and may be sent as a second last resort whether you ever intend to take any further steps.

LETTER No. 34

(Salutation)

Maybe you can afford to be indifferent about whether or not you pay me the \$—— due for professional services rendered you; maybe your affairs are so large that you neglect a matter so small as this; maybe you have so few things to do it is easy to ignore them all; maybe you feel your reputation so well established that you believe no one can force you to pay your honest bills; maybe you simply pay no attention to this account because you think you may never need me again.

I say maybe—but if you do feel that way about it, eventually you will have the truth emphasized to you in another way, different from a letter.

Possibly this is just an oversight on your part, a putting off from day to day. If so, why procrasti-

nate longer? Be fair to yourself and execute your ultimate action now, because you are going to pay me some time.

Very truly yours,

LETTER 35—does not say you will sue for your account but it intimates it very broadly. It should only be sent as a last resort and may be used regardless of your intention to not sue if you do not care to go that far.

LETTER No. 35

(Salutation)

There is one person with whom you cannot argue about the payment of that bill for \$—— you owe me for professional services.

That man is the sheriff.

When he steps into your office [or home] with a summons in suit for the amount you owe me, you must fight or pay.

If you want to carry this matter to court you will need to employ your own lawyer at a fee that would probably pay your bill. You will lose time—gain undesirable notoriety—lose money, impair your efficiency and in the end, will, in all probability, be made to pay me.

How different if you send the payment in full now, without trouble!

Decide in which position you would rather be.

Very truly yours,

There is a letter for every type of patient encountered in the average practice; argumentative and personally friendly, trying to sell the patient on the idea of paying, rather than just blunt, dunning letters.

The advantages of this new collection thought are many and unique. The dentist does not need to share the money collected, in commission to a collector or agency. No dentist

includes in his charge a contemplated portion to be applied to the expense of collection by a third party.

Business matters are kept confidential and within your own control.

The peculiarity of the individual patient is given separate attention, not job-lotted with thousands of others in which the dentist has no interest. The impersonal mechanics of collection employed by those organized to handle the accounts of many professional men is avoided.

The tone of the letters, also tends to avoid antagonizing patients, keeps the patients for you and by so doing may in a large degree avoid those instances of retaliatory threats and suits for malpractice which

so often are bred by ill-advised efforts in collecting fees.

It may be well to consider this treatment, this service, not so much in the light of "just a new collection stunt," but the result of diagnosis—by a business man with professional training—of the ills that exist in the manner of collecting accounts, in the office of almost any member of the dental profession.

The methodical use of this series of letters, applied with careful selection and discretion, will undoubtedly be of very important assistance in collecting accounts already gone stale, and of keeping your current collections in a state to avoid an accumulation of unpaid fees that grow more impossible to collect as they are neglected.

IN PORTFOLIO FORM

Readers who would like to secure these letters in portfolio form are requested to communicate with the publication office of ORAL HYGIENE, 1117 Wolfendale St., Pittsburgh, Pa.

In the foreword accompanying the first chapter of this two-part article, in the November issue, we stated that there were 36 letters in the series. This was an error. There are 35 letters.

This Dentist's Hobby is

ASTRONOMY

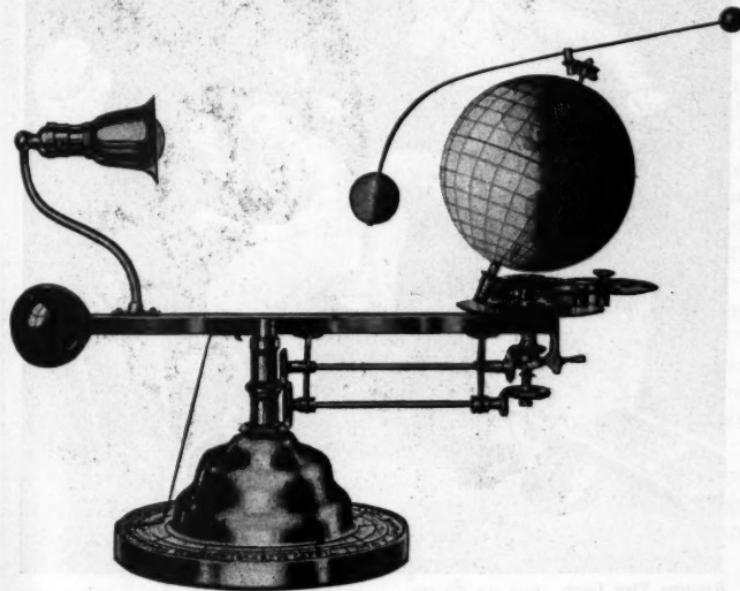
DR. W. E. GOCHE-NOUR of Portage, Wis., has been enjoying his hobby, astronomy, for more than twenty years.

Recently he completed a machine which is known as a Tellurian, which shows the relative positions of the earth, moon and sun. The Tellurian has simplified one of the most difficult of all astronomical explanations.

A strong electric bulb represents the sun, a globe and a small silver ball representing

the earth and the moon. A motor is in the base and rests on a dial on which is indicated the months and days as well as the signs of the Zodiac. Each part can be worked independently of every other part which is very helpful for demonstration purposes.

Problems of longitude and time, and seasons, the effect of the inclination of the earth's axis and the fact that the axis is always at the same degree of inclination, $23\frac{1}{2}$ degrees to the

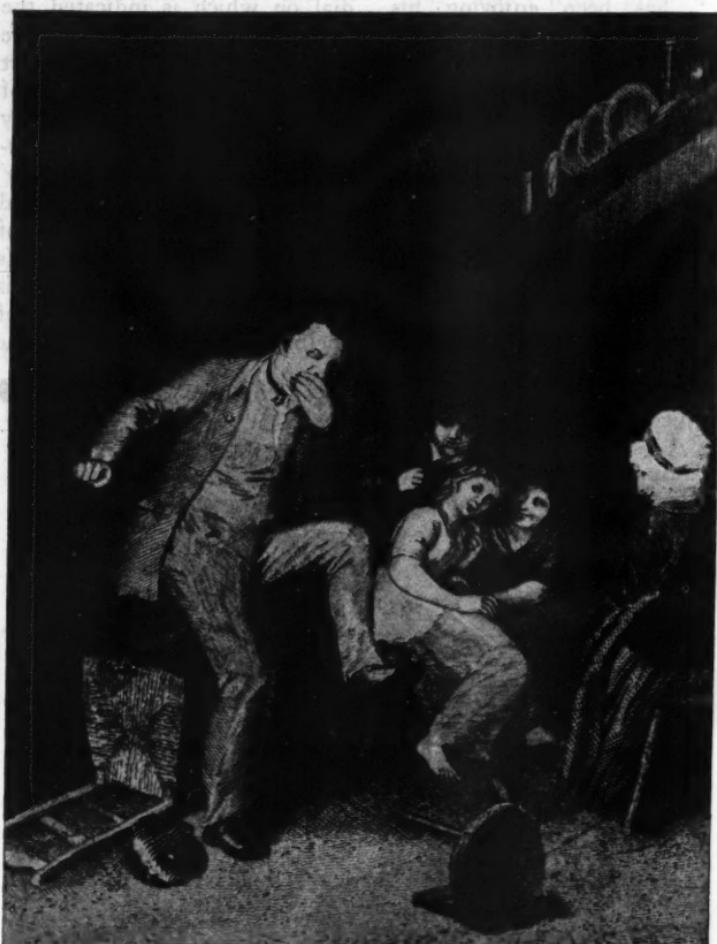


The Tellurian shows the relative position of the earth, sun and moon and is operated by a small motor placed in the base.

plane of the orbit, and that it points to the same place in the heavens can be thoroughly demonstrated and easily understood.

Dr. Gochenour has been demonstrating his Tellurian be-

fore scientists and school authorities with the thought that with its aid, school children would be able more quickly to grasp one of the hardest astronomical problems there is to explain.



Keystone View Co.—

"The Toothache"
An old-time "comic" which amused your grandfather.

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Facts and Fancies Down in Dixie

By Eddie Kells

The Blue Book—The Red Book

This is the last piece dear old Eddie Kells wrote for what he called his "Steamboat Department" in ORAL HYGIENE, in which his lovable personality was so clearly projected.

But Eddie left more messages for his friends. Turn to Dr. G. N. Johnson's "One Evening," beginning on page 2332 and then read the editor's note that follows it.

THE strangest ideas imaginable—the most wonderful vagaries—run through one's mind as he lies on a hospital cot, and the hours creep on oh! so slowly. My eyes were closed and all kinds of visions passed before them, when suddenly I saw my desk in my far-away home (for I'm in New York now, mind you) and a copy of the Blue Book in one of the pigeon-holes where it lies handy for reference, from one year's end to another.

The Blue Book! How under the sun did I ever come to think tonight of the Blue Book! I wonder what it really stands for? Why even *my* name is in it! I reckon as some of the boys go through it and come to it, they wonder how *it* got in there, and if you'd ask me, I'd say "I wonder."

Many of my good friends are listed in the Blue Book. And then, I turned my eyes upon my own little *Red Book*—my own little Red Book that I *love so well*.

I open my heart and there I find all the leaves of my little Red Book. Here I find some of our "high brows" of course—those of the Blue Book, but hundreds of names are there which are not to be found in the *high places*. Young men who have written me letters, which I shall ever cherish! young men who are striving so hard to *make good*—to serve their patients the very best possible, older men, and still older men, who also have written me the letters that have cheered me on, and these men *sure have* made good. The dentistry of today—the better dentistry of today—is largely the work of these men whose names are in my little Red Book. They are rendering their patients *service* and their patients love them and sing their praises.

And here are a lot of leaves bearing the names of those whom I have met and whose personal contact has meant so much to me.

My little Red Book—how I love to look over its pages!

Then here are more pages with all the names in bright letters, because they are my friends from my home town and state, who are doing their full share—many of them in a quiet way, but doing it all the same—to place dentistry where it belongs.

And now I close up my little Red Book for the night. *Do I murmur at the rough deal the Fates have dealt me? No, I can't do that. When I think of the thousands of suffering pa-*

tients who are benefitted every day by the use of the x-ray, I cannot complain. THAT A FEW SHOULD SUFFER FOR THE BENEFIT OF THE MILLIONS, IS A LAW OF NATURE. One must take "what's coming to him" and take it cheerfully. And now the clock in the steeple, not afar, strikes two. I will close my dear little Red Book, and with the faces of all these dear friends fading away I'll soon be in slumberland. Good night, dear boys, good night.

THE COVER

*From the Original Painting
by John Bradshaw Crandall*

The girl—slim, spirited and lovely—is typical of the season. Mr. Crandall's well-known ability has found here a subject especially suited to his talents.

In his choice of color, the clever suggestion of action and abounding vitality, he has given the picture unusual vivacity, brightness and character.

Health and happiness mirrored in the face of a lovely lady afford a rare inspiration for artistic talent.

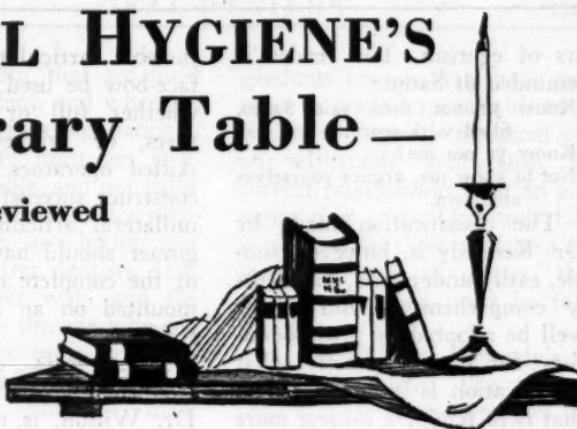
“Oral Hygiene” in 1929

Next year O. H. will print some more articles in the popular series by Dr. Bartlett Robinson; “To Sell ‘Em, Show ‘Em,” will appear in an early issue. Dr. Walter T. McFall, oral hygiene authority, will present a comprehensive article on “A Community Dental Program,” which others will discover to be a helpful guide for this work. Dr. Charles Sheppard Tuller, of New Orleans, writes “An Open Letter to the American Tooth Manufacturers” in an early number. Dr. Minnie M. S. Proctor, of Los Angeles, will write about “The Conservation of Our Nation’s Teeth.” Miss Mary M. Connolly, of Cincinnati, discusses “The Opportunity for the Dental Assistant.” And many other equally interesting features are already in type for 1929.

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ORAL HYGIENE'S Library Table—

**Books reviewed
for busy
readers**



Dr. Edward Kennedy's Work on “Partial Denture Construction”

Reviewed by

C. H. BOWMAN, D.D.S.,
Prosthetic Technic Department,
University of Southern California,
College of Dentistry

THIS book deserves a place in the working library of every prosthodontist.

The author's sound reasoning, and his knowledge of the principles involved in the difficult art of partial denture construction raise this work far above the level of the mere hand-book.

Classification: Dr. Kennedy says that no branch of dentistry has progressed greatly until cases have been classified. But it would seem that some uniformity of classification should be

established, before a system is presented to the profession.

Even Dr. Angle's classification, which Dr. Kennedy cites, has been assailed, and Simon devotes much space, in an otherwise admirable and thought-provoking work, to attacks on this, and other classifications.

Dr. House gives several classifications of the edentulous mouth, each class having several sub-classes.

Clapp and Tench give four classifications of tissue conditions in edentulous mouths, and one authority is said to recognize one million eight hundred thousand possible classes of partial dentures.

Indeed, all who write on the subject of dental prosthesis seem to feel at liberty to classify.

It is apparent that a multitude of systems defeats the very purpose of classification, which is to *simplify*. And for writers, not widely known, to attempt to establish classifications, sav-

ors of egotism. The reader is reminded of Satan:

"Know ye not, then, said Satan,
filled with scorn,
Know ye not me?
Not to know me, argues yourselves
unknown."

The classification made by Dr. Kennedy is, however, simple, easily understood, sufficiently comprehensive, and might well be adopted by prosthodontists, for it does exactly what classification is intended to do, that is to render a subject more easily grasped by the mind of the student.

Study Models: The chapter on the making, and mounting of study casts is pertinent.

If any there be who have not availed themselves of this aid to them in their work, they will be enlightened by a perusal of this chapter.

Rebasing Impression Method: The author's treatment of this important subject is clear, and given with sufficient detail. General principles are presented, and illustrated by individual examples.

These chapters will be of great value to the undergraduate, and of interest and benefit to the experienced practitioner.

It would seem that the rebasing of the impression, is more desirable than the rebasing of the completed dentures, which latter is apparently a routine proceeding with some prosthodontists.

The Use of the Face-bow:

The author is certainly warranted in insisting that an ad-

justable articulator, and the face-bow be used for all cases, whether full or partial dentures, or bridgework. While skilled operators can, and do, construct successful bridges on unilateral articulators, the beginner should have the benefit of the complete casts, properly mounted on an adjustable instrument.

Relationship and Contour Plates: The above term from Dr. Wilson, is thought better than the term "bite plate," the word bite suggesting to the patient the thrusting forward of the mandible.

However, excellent methods for securing the relationship in partial cases are very clearly illustrated.

Articulators: Dr. Kennedy's neutral position on the question of articulators is commendable, and his advice to the student to select one device and to master its technic is the best that can be given at the present time.

When we have accomplished a system of uniform classification, we shall have uniformity of opinion regarding articulators—perhaps.

Designs of Saddles and Indirect Retainers: This and the following chapters will be of the greatest value to those older practitioners who may have feared to attempt the more modern types of partial denture constructions, because of their seeming difficulties.

The following is quoted:

"We must bear in mind that we are not trying to produce

trick work, but that we must assist our patient, and when we place a mechanical appliance in the mouth, we must get it as simple as possible, and not think that because we introduce complications, we are better mechanics, or better dentists. It is quite the other way, and the good dentist is the one who can work with few tools, and simplify his work."

A careful study of these chapters, including the making of a number of technic cases, will be equivalent to a post-

graduate course. A technic case must be made on a suitable cast, which is properly mounted on an adjustable articulator, in correct relationship with an antagonizing cast. The materials used must be those indicated in the text, and, of course, the methods outlined must be followed carefully.

Above all, Dr. Kennedy's is a friendly book. The reader feels himself in the presence of a kindly master, to whom he may turn in confidence without fear of rebuke.

A New York Dental Clinic



Keystone Photo

The Judson Health Center in lower New York gives free dental service to the poor children of this district. Italian children are shown awaiting their turn to see the dentist.

The Flame of Faith

ORAL HYGIENE believes in the Relief Fund of the American Dental Association and is glad of the opportunity to help the A.D.A. remind dentists everywhere that Christmas is coming.

Christmas *is* coming for most of us. But not for all. For some of us have fallen upon evil days. Many a life of service to humanity has reached a dreary, hopeless twilight.

In such hearts the flame of faith has burned low—often friendless and alone, these men face poverty and want and the bitter thought that professional brotherhood is a mockery and a sham.

But it isn't. A helping hand, the great composite hand of more fortunate brothers reaches out, seeks to be kind to those with whom Fate has dealt unkindly.

Throughout America the Relief Fund helps to restore the glow of faith, to provide the few simple needs of unfortunate brothers, to brighten as best it can the twilight hours of helpless men.

No one is asked to make a sacrifice of giving. Yet, each year, some do. Dr. Johnson tells us of a man who last Christmas sent his dollar check for the Christmas seals though he himself was forced by blindness to discontinue practice.

We who dwell in the sunlight of happier lives should be eager to share a little of our happiness.

The twilight of this man's own last days was turned to black darkness. Yet he gave—and said it warmed his heart to do it.

—Mass

South Dakota

Shows Us How

By Merle R. Hopkins, D.D.S.,
Aberdeen, South Dakota.

ORAL HYGIENE seldom prints state meeting reports. But the folks in South Dakota staged a rather unusual meeting in that special provision was made for spreading the word about oral hygiene to the general public, including the school children. So what would ordinarily be a meeting of only local interest, becomes of national interest.

THE South Dakota State Dental Association in their annual meeting at Aberdeen, South Dakota, during May, 1928, gave to the public a comprehensive statement of what dentistry is and what the dentists are trying to do for humanity.

The A.D.A. sent thirteen films pertaining to health education and these were shown to the public two afternoons continuously from 1:15 to 6 under the direction of Miss Evelyn Schmidt, Supervisor of Dental Health Education of the A.D.A.

All of the school children within a radius of a hundred miles were invited to see the pic-

tures and also to hear a lecture from the Superintendent of Public Schools in Aberdeen explaining the relation of the dentist to the school.

The State Pure Food Department furnished a lecturer to explain the necessity of legislation for the control of the sale of all preparations sold as mouth washes, tooth pastes, etc., and to compel the manufacturers to put on the market only those preparations that are not harmful.

The Chairman of the Oral Hygiene Department of the State of Minnesota lectured to the public on oral hygiene.

The President of the Dental College of Portland, Oregon, gave a very interesting lecture before the Association upon the importance of mouth hygiene.

The hope of the meeting in giving to the public a comprehensive idea of dentistry was splendidly realized and next year an even more elaborate program will be presented.

To those who enjoy state meetings, we can very heartily recommend the South Dakota meeting each year.

The Dentist's Waiting Room Blues

Were you ever kept debating
With yourself and hesitating
Whether you should flee or, waiting,
 Meet the dentist face to face?
Did you conjure up the still room
Just ahead as Satan's Will Room,
Grim Mephisto's Fill-and-Drill Room,
 Where there lurks no pity trace?

Then you've had those tantalizing-
Nothing-bad-can-be-surprising-
 Life-is-meant-for-agonizing-

Blues.

Now-has-come-the-fatal-hour-
When-the-clouds-begin-to-lower-
I-agree-with-Schopenhauer-

Blues

Were you forced to ponder meekly
Each dog-eared and ancient weekly
While subconsciously and bleakly

 You prepared to meet the worst?
Did you look at atavistic
Chromos meant to be artistic?
Did your mood turn fierce and fistic
 As your throat went dry with thirst?

Then you've had those victimizer-
Temporary paralyzer-
Hole-in-molar-or-incisor-

Blues.

Waiting-room-and-fly-specked ceiling-
Bad-bicuspid-pain-revealing-
 Oh-it's-just-an-awful-feeling-

Blues!

—ELIAS LIEBERMAN, *New York Times*.

"DEAR ORAL HYGIENE:"



This new department, started last month, will appear in ORAL HYGIENE from time to time. In the past it has been customary to print readers' letters in nooks and corners of the text section. Because there weren't always sufficient nooks and corners, many letters which should have been published never appeared. In this issue there are several which should have been printed long ago.

Business "Technique"

The article written by Dr. D. D. Rider of Minneapolis in the September 1927 issue is to be commended.

Dr. D. D. Rider is right and should broadcast some more articles on the subject of the business side of dentistry. Perhaps by so doing, some of our colleges will see the light of understanding and make the road just a little smoother for the innocents with definite prescribed courses in business "technique" given by men with experience and sincerity.

Yours for more sincerity in dentistry.—S. H. SILVERMAN, D.M.D., Bronx, N. Y.

The Shooters

There is an error in the October ORAL HYGIENE which I wish to correct as the honor should come to Nebraska and I thought if I did not correct it we might not get the honor due us.

On page 1912 the reference to the Trapshooters League should be corrected to read as follows: "Dr. Ware was high man and will be the next President of the league; Dr. Fellers of Beatrice, Neb., and

Dr. Higgins of Mason City, Iowa, tied for second place with 97 out of 100; Dr. Fellers was made Vice-President and Dr. Mason, Secretary-Treasurer.

I do not know how they got mixed with Dr. Knox of Dallas. I am sure Dr. Higgins or Dr. Ware will be glad to verify this statement.—NEBRASKAN.

"Your Teeth" Articles

Please accept my thanks for the three sets of Dr. McGee's newspaper mouth hygiene articles received from you some time since.

I have distributed them about to such an extent that we hope to see them published in four newspapers in this locality.

I want to personally compliment you on the good work you are doing in re the above as a factor in public health education and this goes double from our Society too.

Also you have the biggest and best magazine in ORAL HYGIENE that the Dental Fraternity receives and I sure appreciate my copy.—DR. CHARLES J. LONG, Chairman, Oral Hygiene Committee Rock Island County Dental Society, Rock Island, Ill.

Impression for Rebasing

Allow me to present a practical hint which you may insert in ORAL HYGIENE if you think worthy:

In rebasing loose-fitting lower dentures, where the articulation or bite seems to be correct, try using a very thin layer of softened modelling compound; heat over with a flame and force to position by the patient's own bite and jaw movement. (This of course applies to causes where dentures have more or less been relieved for muscles.)

I find that it is easier to get the proper periphery and a pretty good suction this way.

I find this gives such good suction at times that it is even difficult to remove the denture. I believe the other way of rebasing by plaster impressions is not as efficient, as the plaster will run and dissolve out before it sets.—N. H. PERRY, D.D.S., Baltimore, Md.

Thank You

Would be extremely sorry to lose one issue of your wonderful little magazine (not so little now). Thank you and all success.—L. J. CORD, D.D.S., Albany, N. Y.

Slow Death, Fast Death

In the May issue of ORAL HYGIENE* was published an article by Dr. Leo Rosen of New York, entitled "Why the D.D.S.?" It is difficult to fathom just at what Dr. Rosen is driving, or what goal he is trying to attain, but he makes several statements and comparisons that the writer, in defense of his profession, cannot let go unchallenged.

Dr. Rosen decries the law which prohibits a physician from filling a tooth, saying: "Men who are allowed to operate an inch away from

the dental organs are not allowed to excavate a cavity and perform the other *harmless* dental operations without the formality of a D.D.S. degree."

The physician has no more right, and is no better qualified to place a filling or extract a tooth, than the dental surgeon to do an abdominal section. It is true, sadly true, that the fillings placed by *some* dentists are no better than the fillings an inexperienced physician would place.

Dr. Rosen should blush with shame to use the expression, "*harmless* dental operations." It will be a red letter day for our profession when we can dispel this idea from the minds of some of our fellow practitioners, as well as the laity.

It is true that the patient for whom we are making a filling is in no immediate danger of dying in the chair, but he is placing his future health and longevity in our hands. Supposing we place a very poor filling, let me take you through the steps we know all too well: recurrence of decay; congestion and death of the pulp; periapical involvement; cystic formation; metastasis of pathogenic organisms; lesion of a heart valve, kidney involvement, arthritis, etc., lowering of resistance and shortening of life. Slow death from infection may not be as spectacular as death under the surgeon's knife, but it is just as permanent!

Dentistry is in a new era, and at last has come into her own. The best schools today require five or six years of intensive study and clinical training before granting the degree of Doctor of Dental Surgery. We have a wide field before us, a great part of which has just been lightly touched.

Let us lift up our heads in pride over our profession and go straight forward, placing dentistry on a pedestal which is inferior to no other profession or calling.

In the concluding paragraph of his paper Dr. Rosen stated that he hoped to "arouse the ire of the one

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hundred percenters and the unbiased opinion of the open-minded men in the rank and file." I do not know in which of these two categories I will be placed, but I do classify myself as one who loves his profession.—GEORGE W. MATTHEWS, D.D.S., Birmingham, Ala.

Form Letters

May I offer a suggestion for a new department for ORAL HYGIENE?

Many dentists throughout the country are using form letters to send to their patients. Very often a patient will pay a deposit for work to be done and after his first visit will fail to call for further treatments.

Some patients will visit a dental office to obtain an estimate for certain dental work and will leave the office with the probable remark, "Well, Doctor, I'll think it over," or something to that effect.

Many patients who call to have a tooth extracted or other pains relieved fail to call again. These patients require additional dental work. During the course of treatments the patient sometimes stops calling for one reason or another. Many patients ignore statements sent by the dentist.

Would it not be a good idea for your magazine to request its readers to send in copies of the form letters they use to send to their patients?

You could ask the dentists to send in the form letters that they use under the following headings:

1. Deposit and no further calls.
 2. Estimate given and no further calls.
 3. Work in progress and no further calls.
 4. Pain relieved and no further calls.
 5. Uncalled-for work.
 6. Semi-annual reminders.
 7. Reminder of delay in payment of bill.
 8. Etcetera.—N.J.F.
- [The editor will welcome samples or suggestions for letters along this line.]

An Eye Case

Here is an eye case that might be of interest to the readers of ORAL HYGIENE:

Male, age 60, suffering almost unbearable pain in left eye. Oculist diagnosed as iritis. Condition so severe patient could stand no light whatsoever and could not go out of doors during the day time without having the eye heavily covered. Oculist had been treating for about three weeks, trying desperately to find the cause, but the condition grew steadily worse until the sight was practically gone in the one eye.

Patient had worn dentures for about six years and the gum tissue looked healthy and smooth. Had never had the slightest inconvenience or pain in the mouth since his teeth had been extracted.

Finally the oculist, as a last resort, suggested that the mouth be radiographed to make sure that no roots had been fractured. The examination showed a right lower third molar unerupted and in a horizontal position but with apparently no infection. We recommended that the tooth be extracted on the chance that it might be causing some pressure.

We operated July 1, 1926. The second day after the operation patient suffered quite severe pain both at the field of operation and in the eye. The third day however, the condition showed improvement and the oculist dismissed him.

The sight has been completely recovered and is better than it has been for years. Physically the patient has gained thirty pounds and says he never felt better in his life.

Three interesting points to notice: First, the trouble was in the left eye caused by the lower right third molar; second, radiograph showed no infection or disease around tooth; third there had been no pain or discomfort in the mouth and patient did not know he had the tooth.—ELLIOTT H. ROWLAND, D.D.S., Santa Ana, Calif.

P. O. P. Again

In answer to Dr. Ellis A. Goldberg's "P.O.P." in the March 1928 issue of ORAL HYGIENE I would like to state:

That I do not believe most post-operative pain is due to the needle. However the sterility of the needle can be assured by using iridio-platinum and by flaming it thoroughly just before injection.

Then blaming the needle for "P.O.P." which may be caused by any of the following is rather absurd:

- (1) By injecting a solution which is not sterile or isotonic.
- (2) By operative trauma or severance of tissue.
- (3) By too rapid injection of the solution.
- (4) By injection into muscle tissue or a ligament.
- (5) By injecting drugs which have deteriorated.
- (6) By injecting solutions that are too hot or too cold.

(7) By vasodilation of the arterioles after the constricting action of suprarenin has disappeared.

I can agree with Dr. Orsech* that sedative tablets for home use are very beneficial and should be prescribed in nearly every case.

In closing I would like to say that to entirely eliminate post-operative pain, at the present time, one would have to eliminate exodontia and local anesthesia from his practice.—W. E. GOODROW, D.D.S., *Del Norte, Colo.*

*ORAL HYGIENE, Oct. 1927, p. 1942.

Can You Tell A Better One?

Some days ago a father and mother brought a three weeks old baby into my office to have a tooth extracted! It's true—a lower central incisor—born with it there. The sharp cutting-edge was cutting its little tongue and had it very sore. I removed the tooth. Baby nursed and left doing well. Report this in ORAL HYGIENE and see if anyone can tell a better one.—DR. D. F. ORR, *St. Paul, Va.*

Perambulating Pulp

This may be a good one for Lafodontia. I removed a pulp from the central incisor of an old lady and then showed it to her at the end of the broach. Then she remarked, "Doctor, would you mind putting the worm on the floor? I would like to see it crawl around." —SAMUEL L. MANTEL, D.D.S., *New York City.*

Nobody Laughed

In October ORAL HYGIENE, Dr. Richards' comment on "jump answer" to Dr. Fleming in regard to the bug theory is okay with me.† The part that got a laugh out of me was, you just take the labial and buccal alveolar plates off (he did not say all plates) and "gently tip the tooth out." In 25 years of extracting I have had a few bifurcated first upper bicuspids and lower first molars, that I could not "gently tip" out that way. I did not laugh nor did the patients.—JOS. K. WILL, D.D.S., *Bonner Springs, Kansas.*

†ORAL HYGIENE, Oct. 1928, p. 1928-A.



Dental Financial Administration

By Herman J. Keyser, D.D.S.,
Philadelphia, Pa.

QUESTIONING dental salesmen, and other individuals who serve the profession, on the matter of finance in its relation to the dental office, one is told by many of the aforementioned that there is considerable ignorance manifested knowingly or unknowingly, but mostly the latter.

Further, one is told by the same persons, that that ignorance is responsible for poor collections by the firms whom they represent.

That this sore spot in dental business has never received cognizance by dental educators except in a very minor degree, is lamentable, since no matter how wonderful and efficient dental service may be, the wheels of business must revolve efficiently, and primarily through promptness in the payment of the obligations assumed by the profession. When any line of endeavor, any branch of business activity, becomes known as "poor pay," the entire line suffers, and advantages that might otherwise accrue are delayed.

If there is such a maladministration of dental finance, the dental colleges should take note of it, and include a course that will, as the years pass, remedy the defect.

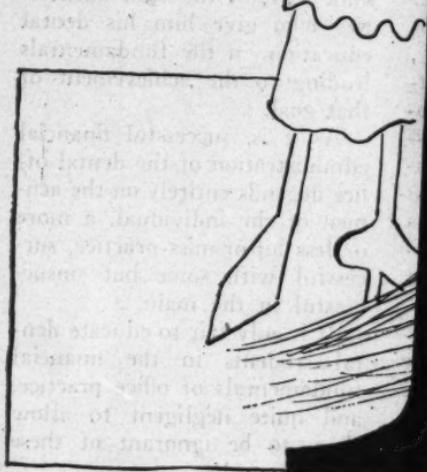
It is of paramount importance that the dental surgeon just licensed and about to begin practice, know as much as possible about how to administer the financial affairs of his office, so that when launched on his professional career he may avoid the pitfalls of business inefficiency that mar professional efficiency and produce dissatisfaction.

It seems to me, that a course in the dental curriculum covering this subject is most urgent and should be given the greatest consideration by our dental educators. Financial independence is the goal of each practitioner, and he should be prepared in some way, by the same authorities who give him his dental education, in the fundamentals leading to the achievement of that goal.

As it is, successful financial administration of the dental office depends entirely on the acumen of the individual, a more or less hit-or-miss practice, successful with some but unsuccessful in the main.

It is only fair to educate dental students in the financial fundamentals of office practice, and quite negligent to allow them to be ignorant of these fundamentals.

Drawn for ORAL HYGIENE by Don Herold.



WELL, NOW, LET'S
SEE WHAT THE
TROUBLE IS,
IF WE CAN
GET
TO IT



One Evening

By C. N. Johnson

RATHER I should say "one late-at-night," I sat with a heavy-covered manuscript—too heavy to hold in my lap—flattened out on the desk before me, and as I read page after page, I marveled sometimes, and sometimes I smiled. For the most part I was amazed at the versatility of the author, at the mental alertness, at the frankness, at the ingenuousness, and the whole-hearted spontaneity with which he took the reader into his confidence. I have seldom been so gripped by any manuscript as I was by this, and when I reached the end I found my eyes swimming, and my throat tightened into a sob.

It was the manuscript of the last book that Eddie Kells wrote. The reason I was reading it was this: I had visited Eddie in New Orleans a short time before his passing, and he showed me the manuscript. We were so absorbed with other things—delightful little confidences of an intimate nature, of which Eddie and I had many—that we could not discuss the book in detail. On my arrival home I received a letter from him, asking if I would go over the manuscript and express my opinion; and if the book appealed to me, if I would write

an introduction? He said: "Don't answer this letter for a week. Take time to think it over—you are very busy, and if I have asked too much, don't hesitate to say so. I will understand." (Just like Eddie—always considerate of his friends—of everybody.)

I answered by return mail. "I don't need a week—send the book at once." And the expressman delivered this manuscript to my office one hour before I received the telegram that Eddie was gone.

I just couldn't open that package for some time—I couldn't. Then one day I invited a friend to my home who knew Eddie, and together we opened it. But we didn't read much that day. I folded up the stiff board covers and laid it away till some other time. I recalled with a lump in my throat that the last letter Eddie ever wrote was written to me—the night before he waved farewell to the world and passed bravely over the bar. It was the only writing found in his letter case, and was placed there to be typed. I have that letter now—filled with affection, and solicitation for others. *Dear Eddie Kells!* !

And thus it eventually became my duty to go over the

manuscript of the book and to correspond with publisher's about it. I soon found that the publishers did not care to examine a book by a man who had passed away, and so it was my sorrowful mission to read it most carefully and return it to his family. This is why one late-at-night I found myself weeping over the final pages of a book left by my departed friend. At the top of page 282 and again on page 284 I found written in pencil: "My dear Dr. Johnson: If you think it best, just blue pencil this."

Blue pencil it!! Not for worlds. If any of that book is ever published those two short articles surely will be. (Possibly some parts of the book may come out in ORAL HYGIENE—I don't know. It was Eddie's wish that if the publishing houses did not care for it, that ORAL HYGIENE should be given an opportunity to examine it.)

The parts that Eddie thought might be blue penciled related to intimate personal experiences, and they show the heart of the

man as little else could. And it was Eddie's heart—that meant more than any other part of him. We admired his brain power, his genius, his intuition, and his versatility, with all of which he was abundantly blessed; but best of all was the heart of him—the great big luminous and loyal heart, that never beat an unworthy stroke in all his seventy-two years. He will be remembered of course in the literary world of dentistry for his individuality and his vividness of expression. No one ever wrote as did Eddie Kells, and no one was more universally read. But the memory that will live the longest with those of us who knew him well is the man himself.

Wrapped up in that small body of his there was a wealth of affection, and a mine of originality and sympathy. He was lovable beyond belief, and this is exemplified in every page of this his last book. That is why, as I came to the final page, I found my eyes swimming and my throat tightened into a sob.

Dr. Johnson and Eddie Kells' other friends will be glad to know that O. H. has secured the manuscript of this book and extracts from it will appear in early issues.

Look Out for Phoney Col

By E. F. Harrington, D.D.S., Redfield



Their long suit seems to be the docket fee. They have the dentist sign his name on the dotted line, agreeing that he is to allow them fifty per cent of the first hundred dollars collected and a certain percentage for himself thereafter.

READING the article in the May issue of *ORAL HYGIENE* written by Dr. Bartlett Robinson, "Why Should Dentistry Be Free?"* wherein he has something to say regarding collection agencies, brings to my mind the thought that they should have more publicity.

Our young men getting out of school, as a general thing, know nothing of these things.

DEAD BEATS HUNT NEWLY LICENCED DENTISTS

Dead beats hasten to have their work done by the new man as he isn't "on to them" and also, is usually a novice at

getting the money, and it isn't but a few years until he has quite a nice collection of accounts that are almost worthless.

So by that time, he having sent quite a few statements without, in most instances, collecting anything, he is ripe for the smooth-talking solicitor for some collection agency.

Not all of us older ones are so good either at keeping our books free of the dead-beat, and there are mighty few, who, after five, ten, or fifteen years of practice, do not have quite a number of accounts on their books.

These agents have a fine

**ORAL HYGIENE*, May, 1928, page 872-M.

Debt Collection Agencies

D. D. Redfield, South Dakota

Dr. Harrington says: "I am under the impression that there are three or four collection agencies in the United States that are on the level . . . Many collection agencies are greater risks than the debtors."

"line" and most wonderful promises.

"WONDERFUL RESULTS"

They often have quite a few references, letters from a considerable number of professional men, telling how pleased they are at the wonderful results obtained.

The dentist goes over in his mind the number of accounts owing him, and, thinking it will cost him nothing to try, congratulates himself that this deal doesn't call for the outlay of cash. On the other hand it offers a means of getting in some and he decides to turn a bunch of bills over.

FINE PRINT

The agent gets out his long blank, with the voluminous printing heading it, and the dentist proceeds to read off the names, dates and amounts and address of the debtors.

I have given accounts to many different companies and I have found that the solicitor is so eager to get claims that he will take them of any age no matter if outlawed for many years, and also if the location of the debtor is also unknown.

Most of them have glibly told me that they had marvelous systems of locating debtors and could locate practically all of them in a short while anywhere in the U.S.A. or Canada.

So far as I know none of them has ever located any debtor whose address I have not furnished.

When the correction sheet for verification comes back to the dentist he is usually astonished at the names and locations shown. The agent has written them so hurriedly that it is not very legible, and the list must be corrected and sent in with-

out delay as they "have started work."

THE DOCKET FEE

Their long suit seems to be the docket fee. They have the dentist sign his name on the dotted line, agreeing that he is to allow them fifty per cent of the first hundred dollars collected and a certain percentage for himself thereafter. He also agrees to pay them a docket fee of fifty cents for each claim listed, out of any monies collected, and also agrees to remit immediately anything the debtor pays him.

But the *agency* does not agree to remit to the dentist at any specified time, and my experience with those I have dealt with is that they don't remit at all. In my seventeen years of practice I have been foolish enough to place my accounts in the hands of probably a dozen such agencies.

NOT A CENT RECEIVED

One of them collected a note for me but though it amounted to sixty-five dollars, along with a couple of smaller collections I know they made, I never received a cent from them.

Many of these concerns after they had my accounts would write me only when they wanted better addresses, but never told me of any collections made, unless I pressed them into a corner. Between their docket fee proposition and other schemes they have always refrained from sending me any part of the col-

lections, and in fact several of the companies wrote me they had several dollars coming over and above what they had been able to collect, and when I didn't know as much about them as I do now, I actually sent one concern four dollars over what they said they collected.

Several others wrote me to send them a few dollars to square the accounts but I learned to treat them as they treated me, and so didn't accommodate them.

As Dr. Robinson says, many of the collection agencies are greater risks than the debtors.

SOME RELIABLE AGENCIES

I am under the impression that there are three or four agencies in the United States that are on the level, and I believe they furnish a bond to their client when they accept his accounts.

So after long experience with the others I think I can tell the uninitiated that in the long run they will be far ahead if they just politely inform the solicitor that they positively have nothing for him. The concerns I have dealt with operate just within the law.

I would be quite a few dollars ahead had none of their men ever entered my doorway, and now the sooner I can pilot one of their representatives through the doorway the better I am satisfied.

"Ask ORAL HYGIENE"

Conducted by

V. Clyde Smedley, D.D.S., and
George R. Warner, M.D., D.D.S.,
1206 Republic Bldg., Denver, Colo.



Please communicate directly with the Department Editors. Please enclose postage. Questions and answers of general interest will be published.

Maybe So

In your column "Ask ORAL HYGIENE," for June 1928,* there appears a question upon the subject of "Bite Raising," asked by a correspondent who signs himself A.K. of Brooklyn, N. Y., the answer to which I take exception to.

The plan of treatment as propounded is for a young woman 24 years of age, with a full complement of apparently healthy teeth; but one who is suffering considerable tissue trauma as a result of a serious mal-occlusion, with a deep over-bite of the anterior teeth.

Partially, your answer to this problem under certain well defined conditions, non-existent in this case, would meet with my approbation viz., an older patient, missing or devital teeth, or a severe tissue inflammation, precluding orthodontic treatment. Other than these conditions just enumerated existing, I cannot possibly see how you could advise any other course than orthodontic treatment.

Visualize this denture following orthodontic treatment. We behold an increase in vertical development in the pre-molar region, thus relieving the closed bite in the anterior, completely and permanently overcoming the resultant trauma of the tissues in this area. Both dentures are given lateral development and balance as a result of treat-

ment, while at the same time any irregularities of individual teeth are taken care of. And last, but not least, that which is dear to the heart of any young lady of twenty-four, her facial appearance is greatly improved.

With these benefits in mind, resulting from orthodontic treatment, I ask, Doctor, if this is not the better plan of treatment in this particular case?

The patient still retains her teeth in their entirety unmolested and unhampered by a series of overlays, or mutilated for a series of gold crowns; orthodontia also makes the wearing of splints for an indefinite period of time unnecessary and uncalled for.

As an orthodontist, one who sincerely believes in the practicability and efficacy of his calling, when indicated, I write this letter. My only desire being that ORAL HYGIENE, will in the future give due consideration, when advising a plan or course of treatment, to orthodontia, that very valuable and worthwhile adjunct of dental practice.—J.T.W.

A. I have no doubt you are right, that this case could have been better treated by a skillful orthodontist, than as outlined in my recommendation. I think it would be most desirable if good orthodontists could work in close and intimate conjunction with all prosthodontists, as well as general practitioners, and after careful conference and collaboration

over such a case as this the method should be selected which will give the patient the best service and greatest satisfaction.

Your visualization of the metamorphosis of this mouth under orthodontic treatment is beautiful indeed, and I would that every city, town and hamlet in the country were amply supplied with orthodontists possessing the beauty of vision and nicety of skill to bring about such results as you describe.

Unfortunately though, I believe there are very few men in the country endowed with the skill to effect, in a reasonable length of time, a satisfactory correction orthodontically of this particular case—24 years of age, collapsed bite with depressed posterior teeth. I have talked with orthodontists of broad experience who say that this type of case is very difficult to correct and retain correction at any age.—V. C. Smedley.

Several Causes

Q.—I would like to present to you the following case. Clinical History—Woman, age 46, teeth out three years. Has had three different sets of teeth, all burn and draw.

I made her a set of hecolite. She still has the drawing sensation. Although her mouth does not burn as before, it registers considerable warmth after plate has (upper) been worn three or four hours. I have relieved anterior and posterior palatine foramen. Can you tell me where my trouble is?—R.H.S.

A.—There seems to be quite a variety of possible causes of burning or drawing sensation under dentures. The principal and most usual, no doubt, it nerve pressure. Other causes are: too great extension or compression of the peripheral borders; nonconductivity of the base material, pigmentation of the base material, or incomplete union of the ingredients of the base material. The latter applies par-

ticularly to the condensities.—V. C. Smedley.

X-Ray It

Q.—As a reader of ORAL HYGIENE, may I ask this question?

In over four years of general practice which has included many hundreds of extractions, I have finally come across one about which I am at a loss as to what to do.

Patient, youth of 18 years, presents himself with upper left six-year molar for extraction. In the course of extraction, the tip of the palatal root broke off; I inserted an elevator along the side of the root, the elevator having a long fine sharp point, and almost with no pressure at all the root slipped through the floor of the antrum into the antrum itself. I hesitated to proceed any further for fear of further infecting the antrum, and dismissed my patient.—R.B.G.

A.—X-ray to locate position of root tip in antrum. Have patient toss head about and x-ray again to determine whether root tip is loose and freely moveable in the antrum.

If the root tip does not prove to be moveable in the antrum, it is probable that it has not penetrated the membranous floor of the antrum, and is definitely situated between the membranous and bony floors of the antrum. In this case an ample gum flap should be laid back and sufficient bone should be carefully dissected away to permit of the easy removal of the tip. If your experience has not been such as to provide you with confidence in yourself for such an operation, you had better refer the patient to an oral surgeon.—V. C. Smedley.

Change Local

Q.—Can you give me a treatment and preventive for novocain poison: hands and nails?—J.U.M.

A.—Novocain dermatitis is a very distressing and obstinate con-

dition to treat. In some cases wearing rubber gloves when using has helped and in some cases even rubber gloves seem to offer no protection. I would therefore suggest that you give up the use of novocain. It is possible that apothesin would not give you the same dermatitis that is caused by novocain. Apothesin is a very good local anesthetic and some men prefer it to novocain. In addition to that you can use the following treatment: Use a saturated solution of boric acid during the night, bandage the affected areas using this solution and cover it with oil cloth to protect the bedding. During the daytime cover the affected areas with zinc oxide and lanolin. Would also suggest the use of calomine solution.

—G. R. Warner.

How Soon?

Q.—Can you please inform me as to how soon after full extractions should a patient wait before wearing a temporary denture? Do you think it very practical to make a denture before extracting the teeth and then having the patient wear the denture immediately after extracting?—E.J.G.

A.—If the process is trimmed, as I think it should be at the time of extraction, dentures may be put in immediately, or as soon as it is convenient.

It is entirely feasible and good practice to have dentures completed and put in immediately after extraction, if you have previously carved the teeth from the plaster model with as near as possible the same amount of process trimming as will be done at the time of extraction. I frequently do this, although I prefer to take an impression immediately after extraction, and make a temporary Grafts base plate with modeling compound occlusal rims to place in at once either before the patient leaves the office

or the next day. These temporary base plates may be worn and are worn for two or three weeks during which time the first swelling has subsided in the gums, and a set of dentures are made with every care to procure balanced occlusion, esthetic effect, and every other desirable feature that we try to work into our dentures whether they are to be worn temporarily, or more nearly permanently. As a matter of fact, I do not like the term "temporary dentures," and feel that it is important that the first set of teeth that the patient has should be made with as great care and skill as any set that may be made at some future time.

I generally tell my patients that I prefer to make the best set of dentures that I am capable of at this time immediately after extraction, and then when they become loose from shrinkage these same teeth may be refit through a rebasing process, and those may be considered a permanent set of teeth, as near permanent as sets of teeth should be considered to be in any case. I tell them also that patients preferring new teeth made at the time rebasing is indicated may have them. It is just according to their wishes at the time that this additional service is indicated because of the inevitable changes in the shape of the mouth.—V. C. Smedley.

Not Contagious

Q.—Is pyorrhea a contagious disease?—P.C.M.

A.—So-called pyorrhea alveolaris is not contagious. The organisms ordinarily found in the mouth are present in greater numbers in this condition than in a healthy mouth, but as far as our present knowledge goes there is no specific organism as a causative factor.—G. R. Warner.

ORAL HYGIENE



REA PROCTOR McGEE, D.D.S., M.D.,
Editor

Manuscripts and letters to the Editor should be addressed to him at 514 Hollywood Security Bldg., Los Angeles, California. All business correspondence and routine editorial correspondence should be addressed to the Publication Office of ORAL HYGIENE, Pittsburgh, Pennsylvania.

W. LINFORD SMITH
Founder

Christmas

It seems to be a natural instinct to celebrate some season of the year as a time of good will. It would be a pleasant thought at this holiday for every dentist to forgive those members of his own profession who have offended him. That is forgive everybody except the editors. Even the savages have a time of forgiveness when all past enmity is buried.

This prevents the overload of grudges that the civilized people accumulate over a long period. The giving of gifts has degenerated from the simple exchange of friendly tokens to the wild desire to outdo our friends in Christmas extravagances.

If this enthusiasm could be turned from the commercial field to the domain of human ethics, the world would be a better place in which to live. Let us celebrate the Christmas season with the true spirit of kindliness and start with a clean page for the New Year. Then at the end of 1929, our grudges will all be comparatively new ones and we will be able to remember just what it was that started all of the trouble.

Politics

Asking questions about politics in a presidential year is almost as risky as having a next-door neighbor with a radio. However, I would like to know what it is that William Allen White was running for—is

Editorial Comment

it possible that he was chasing the Vice-Presidential job on Will Rogers' ticket?

Dental Hygiene Weeks

Down in New Orleans, Dr. Haidee Weeks has organized and now supervises all of the child welfare clinics in the city.

She is President of the Association of American Women Dentists, an association that has the surprisingly large membership of twelve hundred. Dr. Weeks is a very able and energetic dentist who has done much for the advancement of mouth hygiene throughout the United States.

Mrs. Oliver

Seldom is our attention called to those noble women of the Army Dental Corps who have worked with their husbands from the beginning to make dentistry a success in the Military Service.

In those long years when the Dental Corps was a contract service, the transfers were frequent and the permanent posts were few.

From the blizzards of the North to the malaria of the South, the faithful women of the Corps accompanied their semi-military husbands. The highest relative rank of those days was the lowest grade of the Medical Department—First Lieutenant. There were no promotions—no retired pay in case of permanent disability. From the Eastern Coast to the Philippines or even to China was not an unusual jump.

Then back again, up and down the railways and the seaways of the world. It required great patience and tact for the women of dentistry who were mili-

tary people to the civil population and civilians to the military.

But a better day dawned when the dentist received regular standing, permanent commission and promotion. From that time the stays in comfortable quarters were longer. The social position was more assured. The "wherewith" to pay bills was more plentiful. It required great financial ability to travel and live and dress and entertain on a Lieutenant's pay. But those splendid women did it. And when the Corps came into its own they were equal to their husbands in standing before the world as an honor to Dentistry, the Army and the Country.

These thoughts and many others flow through my mind as I realize that that delightful pioneer of the "distaff" side of the Army Dental Corps, Mrs. Jessie Rowe Oliver, has taken her place in that silent army of the dead.

She was the beloved wife of the ranking officer of the Dental Corps, Colonel Robert T. Oliver, and the Mother of Lieutenant Robert C. Oliver, Sixth Field Artillery.

Mrs. Oliver's place as the "Mother of the Dental Corps" can never be filled. Her wide culture, her gracious manner, her dignified beauty, her tact and her love for the Corps will long be remembered.

Our sympathy goes out to Colonel Oliver and to Lieutenant Oliver and to the Dental Corps. Those of us who had the honor of her acquaintance, both Regular and Reserve, feel a personal loss.

The Gold Foil Filling

The greatest filling for carious teeth that dentistry ever produced was the gold foil filling. The results obtained by a good foil filling cannot be improved upon by any method we know.

The drift from gold foil was not because the method was unsatisfactory; it was due to the fact that

the inconvenience to the patient and the severe labor on the part of the operator seemed to be alleviated by the inlay technique.

The inlay is here to stay, but the foil filling is rapidly coming back—not to the extent of former years, but to its rightful place in small cavities. The progress of oral hygiene resulting in the greater care of the mouth has opened a prophylactic field for the small gold filling that will increase as the years go on.

The skillful gold foil operator is no longer a memory—he is again becoming an important reality.

Hard Luck

Out of my office window I can see a beautiful apartment hotel in Hollywood that was built by Leach Cross, the famous lightweight fighter. His real name is Louis C. Wallach, D.D.S.

In the ring his right eye was permanently injured, but he saved his money and came West with nearly a million dollars. He was sober, industrious, friendly, but as a business man he was a "good night" story.

In this country we have branch banks on all of the corners where the saloons used to be. If you go to either one too often the jig is up.

When Leach was finally trimmed good and plenty he returned to New York and resumed the practice of dentistry but, in order to free himself of hopeless liabilities, he was forced to take bankruptcy. This sad tale is related simply to show that a man who has had the ability to accumulate money may work diligently and lose it.

We all have the idea that if we had a large stake we could at least keep it. Well maybe we could.

Anyway, one of the items in the list of liabilities was one hundred and twenty-five dollars worth of water. He should have retained Mabel Walker Willebrandt for his attorney.

Fighting Tuberculosis with Christmas Seals

By Elizabeth Cole

TWENTY-FIVE years ago when the organized work to control tuberculosis was begun, it was felt that money spent on temporary relief would have no lasting effect on the tuberculosis death-rate. At that time 200 persons per 100,000 were dying annually in this country from tuberculosis. "Consumption" was feared by everyone and those who contracted it were "doomed to certain death."

The pioneers in the campaign, therefore, felt that education should be the keynote of their work, that prevention should be striven for and that this could be brought about by teaching people the ways of health. Today phthisiophobia is rare and hope held out for recovery is usually not in vain.

In 1904 there were but five states making any effort to cope with this disease; today every state has an anti-tuberculosis association. There are 1500 tuberculosis associations affiliated with the National Tuberculosis Association and their organized work is financed almost entirely through the annual sale of tuberculosis Christmas seals.

Thus the public is enabled to support a movement designed solely to promote its health and welfare.

Most of the money raised from the seals is spent in the communities in which they are sold. A small part, however, goes to the respective state association and a small part to the National Tuberculosis Association. The tubercle bacillus recognizes no boundary line. The fight against it therefore, must be carried on with a united front.

Some of the media for the control of tuberculosis are given briefly in the following paragraphs.

The minimum institutional requirement for tuberculosis roughly estimated is one bed for every annual death. This means the United States needs at least 102,000 beds. There are now more than 600 sanatoria and hospitals with nearly 69,000 beds for tuberculous patients in the United States.

At least one general public health nurse is necessary to care for 3,000 persons. There are in the United States 11,174 full-

time graduate nurses doing public health nursing.

At present, practically all up-to-date communities in the United States have permanent tuberculosis clinics, and in addition there are a large number of traveling clinics.

Work among children has been emphasized in recent tuberculosis programs. There are now scores of permanent preventoria while a great number of health camps are in operation during the summer months. These aim to care for the child below par in health, who is likely to develop tuberculosis.

The first open-air school in the United States was opened in 1908. Today there are over 1,000 such classrooms and many hundreds of special fresh-air classes. Special open-air classrooms should be provided for all sub-standard children.

In order to control tuberculosis it is necessary that all cases be known, for these are the potential spreaders of the disease. Moreover it is necessary that cases be discovered in their early stages. This phase of the work has been emphasized as the *first step* in a tuberculosis program. Last spring, an Early Diagnosis Campaign was conducted with the slogan "Early Discovery—Early Recovery." A recent census of patients in tuberculosis sanatoria shows that only sixteen per cent are diagnosed as early cases on entrance. This means that their chances for a

winning fight back to health are not as great as they might have been had symptoms of the disease been discovered earlier. The need for this Early Diagnosis Campaign was therefore considered timely and next spring a similar campaign will be conducted.

A further test of the efficiency of tuberculosis work is the ratio of the number of cases under treatment as related to the annual number of deaths. Where this ratio is high, tuberculosis cases are being located most completely. It has been found that where the ratio of the number of known cases to the annual number of deaths is high, the death-rate is low. Complete reporting of cases is the first step in efficient tuberculosis work.

The success of organized tuberculosis work can be best measured by the tangible results. To be sure, living conditions have greatly improved and have contributed toward a more healthy, educated public, and far be it from the tuberculosis associations to take all credit for the reduced death-rate. Yet in 1926 the death-rate from tuberculosis was 87.1, less than one half of what it was in 1904. Approximately 132,000 lives a year have been saved.

Surely the penny Christmas seals sold annually in December are deserving of much credit and the sale is worthy of support.

The Mounting of Dental Radiographs

By David C. Parkinson, D.D.S.,
Wichita, Kansas

ORAL HYGIENE is glad to present this article by Dr. Parkinson whose series, "Dentistry Around the World," ran in O. H. while Dr. Parkinson served as dentist aboard "The University Afloat."

LONG ago radiographers learned that dental radiographs, whether single pictures or whole mouth series, must be mounted in some sort of holder for convenience in handling, for protection, for preservation, and for adequate viewing that proper diagnosis might be made. Particularly is this true of full-mouth sets which must be arranged serially so that mouth conditions may be studied as a whole rather than as individual units.

Neither dentist, physician, nor patient would be satisfied with a set of unmouned radiographs, nor would they accept as quite reliable an interpretation of mouth conditions made from radiographs so handled and viewed. The mouth is not

a series of isolated units but a united whole and must be so regarded and interpreted.

FOR READY REFERENCE

Dental radiographs constitute most valuable dental records and as such should be so preserved as to afford quick and easy reference at all times. A set of radiographs taken at the beginning of dental operations should be constantly referred to during the time of treatment. The health and happiness of the patient are too valuable for the dentist to trust his memory regarding hidden conditions of infection and decay. Reference to his radiographs at each sitting will impress the patient that the dentist is proceeding carefully and that the radiographs are worth the fee asked.

IN CONSULTATION AND EXAMINATION

Because dentists are so frequently consulted by physicians regarding oral conditions of patients their radiographs should always be ready for observation and discussion, so that an opinion may be rendered without unnecessary delay. Such an opinion will be the more convincing.

Patients are more and more requiring and expecting periodic physical examinations. Dental radiographs are a necessary part of such examinations. Their maximum of usefulness can only be secured by a comparative study through a series of such examinations. Best results are best obtained by making each series as nearly like the preceding ones as possible—the same number of exposures, taken from the same angles, etc. To do this the former series must be mounted and preserved for re-examination at the time of making the new set, and the new ones then similarly mounted for comparative study.

AS A SERVICE TO PATIENTS

All radiographs should be kept on file in the dental office. They should be considered as case records and so preserved. Patients are much more likely to return to the office where records are kept than they are to wander off to some other office. They like to feel that the

dentist takes so vital an interest in their cases that he truly appreciates the value of their radiographs.

Radiographs filed loosely in small envelopes are likely to become marred by friction. They are practically useless for comparative study; they entail much waste of time in sorting every time they are referred to, and in hunting out individual films for unit examination. These small, bulky envelopes are difficult to file in any manner easy of access. The loss of time involved, combined with the lost service, efficiency and benefit of dental radiographs are so great as compared with the small cost of film-mounts that it seems almost incredible that such an inadequate method should be continued by progressive dentists.

There are several essential requirements in film-mounts. Introducing the films should be easy and convenient. The mounts should be of such material and manufacture as to stand up under frequent handlings. The surfaces of the films should be entirely protected against friction, abrasion, scratching with instruments, water spotting, etc. The entire surface of the film should be visible so that no margins are concealed so that every part of the film may be viewed without the necessity for moving it in the mount or removing it therefrom.

Laffodontia



If you have a story that appeals to you as funny, send it in to the editor. He may print it - but he won't send it back.

When Noah sailed the waters blue
He had his troubles, same as you.
For forty days he drove the Ark
Before he found a place a park.

Astronomy Professor: "Can you name me a star with a tail?"

Ardent Student: "Sure. Rin-Tin-Tin."

Teacher: "Johnny, if your father earned \$40 a week and gave your mother half, what would she have?"

Johnny: "Heart failure."

Old Lady (in drug store): "Now I want some humane mothballs; something that won't really harm the moths but will just make them lose their appetites."

Officer: "Well, dearie, I was elected."

Wife: "Honestly?"

Officer: "What difference does that make?"

"What are you doing, Mabel?" asked her fond mother.

"I am knitting, mother dear," replied the young woman. "I heard Jack say the other day he was afraid he'd have to buy a new muffler for his car, and I thought I'd knit him one as a sort of surprise."

First Wife: "Yes, I heard a noise and got up, and there, under the bed, I saw a man's leg."

Second Ditto: "Good Heavens! The burglar's?"

"No; my husband's. He had heard the noise, too."

Daughter: "Dad, I want some money for my trousseau."

Father: "But, my dear child, I didn't even know you were engaged."

Daughter: "Good heavens, Father! Don't you ever read the papers?"

Newlywed to the real estate salesman who is trying to sell her a home: "Why buy a home? I was born in a hospital ward, reared in a boarding school, educated in a college, courted in an automobile and married in a church; get my meals at a cafeteria, live in an apartment; spend my mornings playing golf, my afternoons playing bridge; in the evening we dance or go to the movies; when I'm sick I go to the hospital, and when I die I shall be buried from an undertaker's. Why should we buy a house, I ask you? All we need is a garage with a bedroom."

"Say, Gawge, wot kinda cigars does you-all smoke?"

"Me? Why, brother, I smokes Robinson Crusoes."

"Wot kinda cigars are Robinson Crusoes?"

"Castaways, dumbbell, castaways."

Hubby (on phone): "So, honey, I'll be awful busy at the office and won't be home till late."

Wifie: "Can I depend on that?"

"All men are liars," said the old maid who had been jilted.

"Yes," admitted the woman who had had three husbands, "but still some of them are better at it than others."



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Another use for Anacin—administer it 10 minutes before you reach for your handpiece.



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NOTE—Each carton now contains 35 envelopes

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O.H.-12-28

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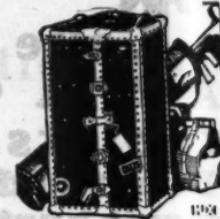
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City _____

ORAL HYGIENE'S



Dental Meeting Time-Table

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DECEMBER

December 3rd-6th, 1928—First District Dental Society of the State of New York will hold a meeting at Hotel Pennsylvania, New York City; John T. Hanks, D.D.S., Sec'y, 17 Park Avenue, New York City.

December 12th, 1928—The Connecticut State Dental Association will hold a mid-season clinic at New Haven, Connecticut; Clarence E. Peterson, D.S.S., Sec'y, Rockville, Connecticut.

December 10th-13th, 1928 — The Iowa State Board of Dental Examiners will meet and hold an examination at the State University of Iowa College of Dentistry in Iowa City, Iowa. An examination for dental hygienists will be given at the same time. For further information address State Department of Health, Capital Building, Des Moines, Iowa.

December 17th-22nd, 1928—The University of Toronto will offer its Annual Course for Dental Practitioners. The course is designed to meet the need of general practitioners who may desire to refresh their knowledge and become more familiar

(Continued on Page 2296)

HEIDBRINK



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Heidbrink Mouth Props—Designed by Heidbrink, these mouth props have rigid indestructible centers and removable, renewable ends. Set \$2.50.

The **HEIDBRINK COMPANY**
Minneapolis Minnesota U.S.A.

(Continued from Page 2294)

with the advances of recent years in important branches of dentistry. Further particulars may be obtained by writing Wallace Seccombe, D.D.S., Dean, University of Toronto, Dental School, 240 College St., Toronto, Canada.

December 24th-26th, 1928 — The Alpha Omega Fraternity will hold its twenty-first annual convention at Boston, Massachusetts, in the Copley Plaza Hotel. Communicate with Leon Balicer, D.D.S., 2231 Washington St., Boston, Massachusetts, for further particulars.

JANUARY

January 28th-29th, 1929 — The University of Southern California College of Dentistry Alumni Association will hold its twenty-fourth annual meeting at the Clinic Building, 16th and Los Angeles Sts., Los Angeles, California. For particulars write Fred B. Olds, D.D.S., Sec'y, Consolidated Bldg., Los Angeles, Calif.

FEBRUARY

February 11th-13th, 1929—The Dallas Dental Society will hold its mid-winter clinic at Dallas. For further particulars write Brooks Bell, Jr., D.D.S., 1810 Medical Arts Bldg., Dallas, Texas.

February 27th-March 1st, 1929—The University of Buffalo, School of Dentistry, Alumni Association will hold its twenty-ninth annual meeting at Hotel Statler, Buffalo, N. Y., Leon J. Gouchat, D.D.S., Sec'y.

OCTOBER

October 7th-11th, 1929—The American Dental Association will hold its seventy-first annual meeting in Washington, D. C. For further particulars write Harry B. Pinney, D.D.S., Sec'y, 58 E. Washington St., Chicago, Ill.

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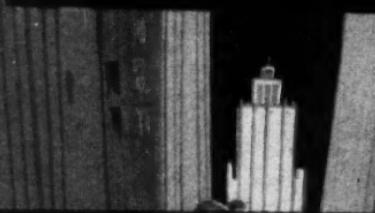
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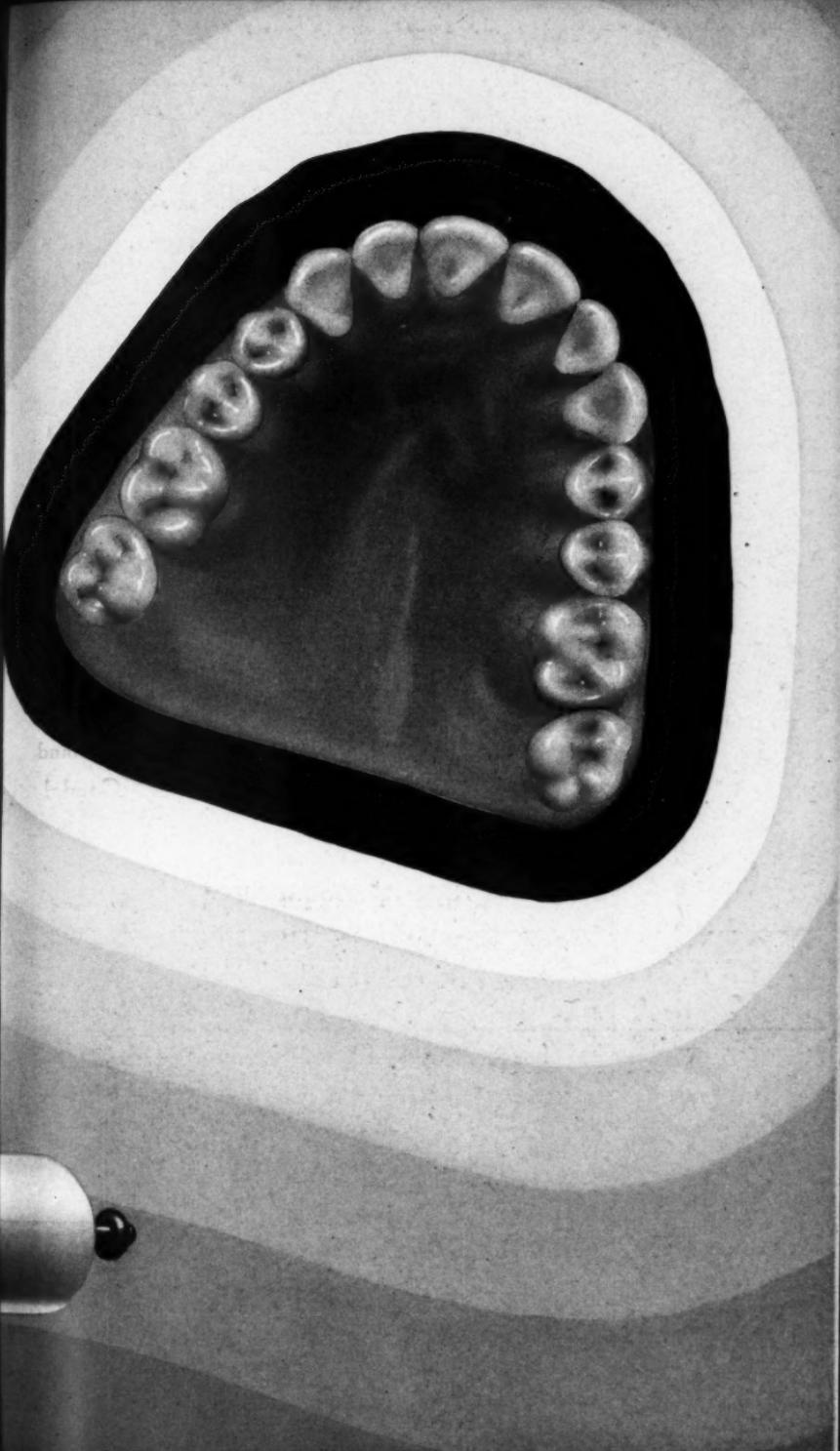
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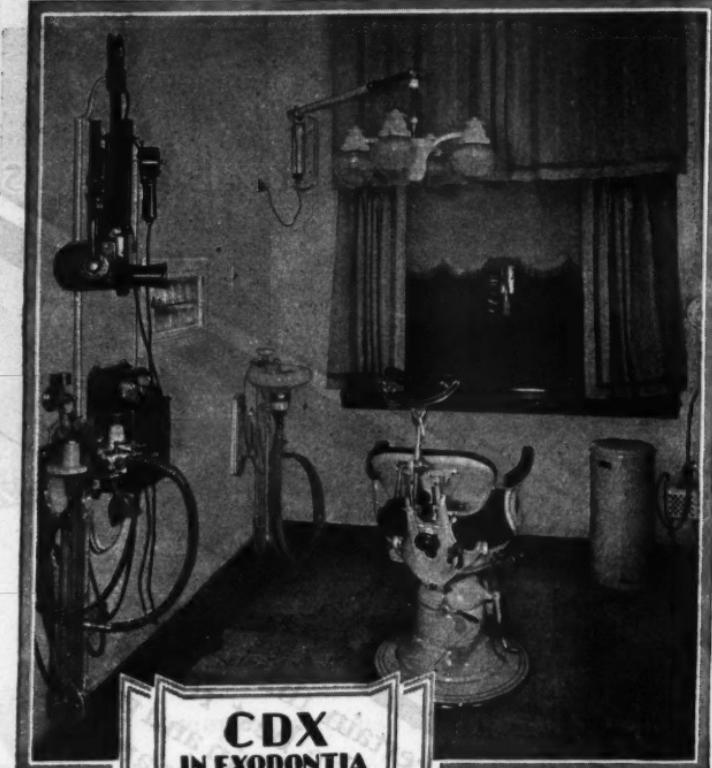
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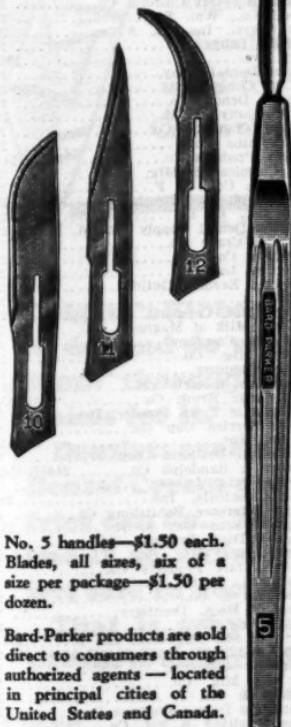


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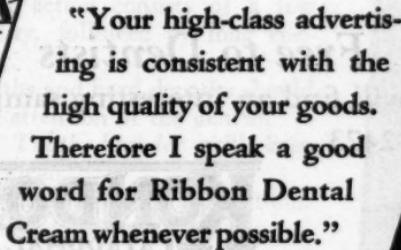
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INDEX

Abbott Laboratories.....	2427	Industrial Rubber Corp.....	2449
Aldine Embossing Stationers.....	2433	Iodent Chemical Co.....	2471
Alkaloid Company.....	2431	Iteco Company.....	2430
American Cabinet Co.....	2465	Ivory, J. W.....	2485
American Dental Co.....	2352-3	Jackson & Co., O. W.....	2439
American Hecolite Denture Corp.....	2366-67	Jelenko & Co., J. F.....	2389
American Tobacco Co.....	2400	Jergens Co., Andrew.....	2349
Ames Co., W. V-B.....	2429	Johnson, Dr. A. B.....	2430
Anacin Company.....	2293	Johnson and Johnson.....	2401-2413
Antidolor Mfg. Co.....	2423	Jones, Dr. W. I.....	2461
Archer Mfg. Co.....	2480	Justis & Son, H. D.....	2410
Arlington Chemical Co.....	2387	Justrite Mfg. Co.....	2461
Atlantic Rubber Mfg. Co.....	2445	King's Specialty Co.....	2439-2487
Bacon Mfg. Co.....	2460	Knapp's Specialty Co., Miland A.....	2437
Baker, David C.....	2433	Koch & Sons, A. S.....	2380
Bard-Parker Co.....	2344E	Kondon Mfg. Co.....	2344H-2473
Barkmeyer Electrical Laby.....	2479	Lactona Co., T. S.....	2401
Bayer Company.....	2463	Lehn & Fink, Inc.....	2457
Becton, Dickinson & Co.....	2365	Leiman Brothers.....	2472
Berry Dental Laby, Co.....	2368-69	Lincoln Dental Mfg. Co.....	2450
Bodee Dental Institute.....	2448	Lochhead Labs.....	2424
Brewster, E. R. S.....	2483	Lutz Dental Laby, Walter A.....	2376
Bristol-Myers Co.....	2344E-2347	McMarrie School of Mech. Dentistry.....	2483
Buffalo Dental Mfg. Co.....	2468	Mccormick Rubber Co., E. J.....	2399
Burns Dental C. M. Co.....	2456	Medical Protective Co.....	2390
Butler, Dr. John O.....	2453	Meier Dental Mfg. Co.....	2484
Campho-Phenique Co.....	2484	Melrose Hospital Uniform Co.....	2456
Card, Dr. C. L.....	2428	Merrell Co., Wm. S.....	2392
Castle Co., Wilmot.....	2489	Metz Labsy, Inc., H. A.....	2398
Caulk Co., L. D.....	Insert	Milnesia Labsy.....	2426
Chandler Dental Accounting System.....	2453	Mizzy, Inc.....	2356-7
Chemical Foundation, Inc.....	2409	Modern Dental Laby.....	2412
Chilident Company.....	2450	Mu-Col Company.....	2459
Classified.....	2442	Newland Dental Co.....	2461
Cleveland Dental Mfg. Co.....	2411	Ney Company, J. M.....	2300
Coe Laboratories.....	Insert	Oakland Chemical Co.....	2474
Colgate & Co.....	2344G	Ococy-Crystine Corp.....	2467
Collector, The.....	2344H	Odontex Products Co.....	2440E
Columbus Dental Mfg. Co.....	2495	Ohio Chemical & Mfg. Co.....	2458
Cook Labsy, Inc.....	2394-5	O'Neill & Co., T. F.....	2455
Corega Chemical Co.....	2377-2493	Owens Staple-Tied Brush Co.....	2462
Corning Rubber Co.....	2422	Patch Co., E. L.....	2391-2451
Crescent Dental Mfg. Co.....	2478	Patterson Dental Supply Co., M. F.....	2470
Crutcher Dental Mfg. Co., T. M.....	2440F	Peltor & Crane Co.....	2452
DeaNell Dental Specialty Co.....	2469	Pepsodent Co.....	2435
Dee & Co., Thomas J.....	2443	Perdentin Laby.....	2383
Dental Agency.....	2420	Periodical Readers Guild.....	2393
Dental Pharmaceutical Co.....	2455	Pfingst, A.....	2334
Dental Press.....	2485	Pheno-Septol Company.....	2415
Dental Products Co.....	2414	Phillips' Milk of Magnesia.....	2418
Dental Specialty Co.....	2358	Pineoleum Company.....	2448
Dentinol & Pyroxide Co.....	2nd Cover	Pioneer Mfg. Co.....	2440
Dentists' Financier.....	2425	Polaris Company.....	2397
Dentists' Supply Co.....	2370-2476-77	Prometheus Electric Co.....	2440A
Deshell Labsy.....	Insert	Prophylactic Brush Co.....	4th Cover
Detroit Dental Mfg. Co.....	2487	Prophylactic Tooth Powder, Inc.....	2345
Dicks & Co. Inc., F. A.....	2434	Public Service Cup Co.....	2348
Diozone Co.....	2449	Pycope, Inc.....	2438
Doherty Rubber Works, Eugene.....	2466	Py-Ro-Dan Products Corp.....	2375
Drucker Co., August E.....	2494	Ransom & Randolph Co.....	2440B-C-2444
Eastman Kodak Co.....	2374	Rapell Dental Labsy.....	2473
Ellis-Jones Drug Co.....	2437	Rare Chemicals, Inc.....	2440G
Emvalite Corporation.....	2382	Ready Reference Publishing Co.....	2417
Eureka Suction Co.....	2480	Reynolds Sons Co., S. H.....	2344H
Fischer & Co. Inc., H. G.....	2381	Richards-O'Dean Products, Inc.....	2407
Fisher Mfg. Co., John C.....	2380	Ritter Dental Mfg. Co.....	2362-3-2408
Flex-O-Tite Dental Drug Co.....	2430	Rubber Craft Products Co.....	2399
Forhan Company.....	2482	Scharmann, Gustav.....	2385
French & Co., S. H.....	2480	Schieffelin & Co.....	2420
Gane & Ingram.....	2453	School of Mech. Dentistry.....	2434
Glazbrook Bros.....	2445	Silv-O-Dent Co.....	2375
Goldsmith Bros. S. & R. Co.....	2364	Smith & Son Mfg. Co., Lee S.....	2344H-
Grant Dental Mfg. Co.....	Insert	2378-9-2386-88-2440E-2440H-2448-2459-2483	
Haley M-O Co.....	2488	Sodiphene Company.....	2481
Hall Dental Mfg. Co.....	2445	Specialty Mfg. Co.....	2436
Hall & Son Co., Wm. R.....	2425	Sprague & Co., J. A.....	2434
Hanovia Chemical & Mfg. Co.....	2441	Springfield Dental Products Co.....	2359
Harper, Dr. Wm. E.....	2453	Spyco Smelting & Ref. Co., 2496-3rd Cover	
Harvard Company.....	2446-47	Squibb & Sons, E. R.....	2373-2421
Health Appliance Co.....	2351	Stern & Co., I.....	2396
Heidbrink Company.....	2395	St. Paul Welding & Mfg. Co.....	2419
Hersh, E. Blair.....	2372	Stewart Dental Products Co., Dr.....	2440
Hoffmann-LaRoche Chemical Works.....	2297	Sweet, Chester T.....	2469
Hols Dental Depot, Charles.....	2449	Tate Dental Drug Co.....	2428
Holland Specialty Co.....	2468	Terry Mfg. Co., Geo. A.....	2426
Hood Company, John.....	2371		
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Terry & Son, Walter J.	2428
Thermolite Products Co.	2360
Toledo Tech. Appliance Co.	2469
Union Dental Instrument Mfg. Co.	2464
V-B Corporation	2355-2440D
Velvo Dental Specialty Co.	2432
Vernon-Benshoff Co.	2361
Victor X-Ray Corp.	2298-2490
Vince Labys, Inc.	2440G
Walling Bros. Inc.	2428
Wappeler Electric Co.	2354
Warner & Co. Inc., Wm. R.	2486
Weber Dental Mfg. Co.	2416
Wernet Dental Mfg. Co.	Insert
Western Metal Co.	2428
White Dental Mfg. Co., S. S.	2402-3-4-5
William's Gold Ref. Co.	2406
Wisconsin Electric Co.	2492
X-It Labys	2483
Zonite Products Corp.	2350

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Prophylactic Tooth Powder will keep cleaned mouths clean.

Two of the main ingredients of a tooth paste are glycerine and soap.

Scientific research proves that *soap* hardens the mucinate which makes its removal more difficult.

Glycerine becomes a good medium for cultivating bacteria.

The intelligent dentist uses tooth powder in his own mouth and cautions his patients against the use of a *paste*.

A dentifrice should never contain germicides or medicinal agents.

The proper use of *Prophylactic Tooth Powder* will cure that exquisite sensitiveness caused by erosion in 99 per cent of cases.

As soon as the first teeth are erupted children should be taught the use of *Prophylactic Tooth Powder*.

Children are liable to swallow part of any dentifrice. *Prophylactic Tooth Powder* can be swallowed with impunity.

A sample can of Prophylactic Tooth Powder for personal trial will be sent to any dentist or dental hygienist. We do not supply samples for patients.



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Its germicidal strength is high—twice that of carbolic acid. Investigations conducted in the Lederle Laboratories on many pathogenic organisms prove Ziratol is highly germicidal even in dilute solutions. Yet its toxicity is very low. By the method of the U. S. Hygienic Laboratory, Ziratol has only one-seventh the toxicity of carbolic acid.

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For the greater convenience of the dental profession, Ziratol now comes in a 3-ounce vial of low height and wide base, as well as in the 16-ounce large size. Accompanying it are authoritative suggestions for a wide range of dental uses—as in exodontia, abscesses, root canals, infected pulps, pyorrhea, also in sterilization.

ZIRATOL is an important ingredient of Ipana Tooth Paste, and its presence makes Ipana particularly efficacious as an aid to the massage now so widely recommended for toning and restoring softened gum tissue. For this reason, many dentists regularly use Ipana in their prophylactic work at the chair and in teaching their patients the correct technique of gum massage.

MEMO to Bristol-Myers Co., 75 J West St., N. Y. C.

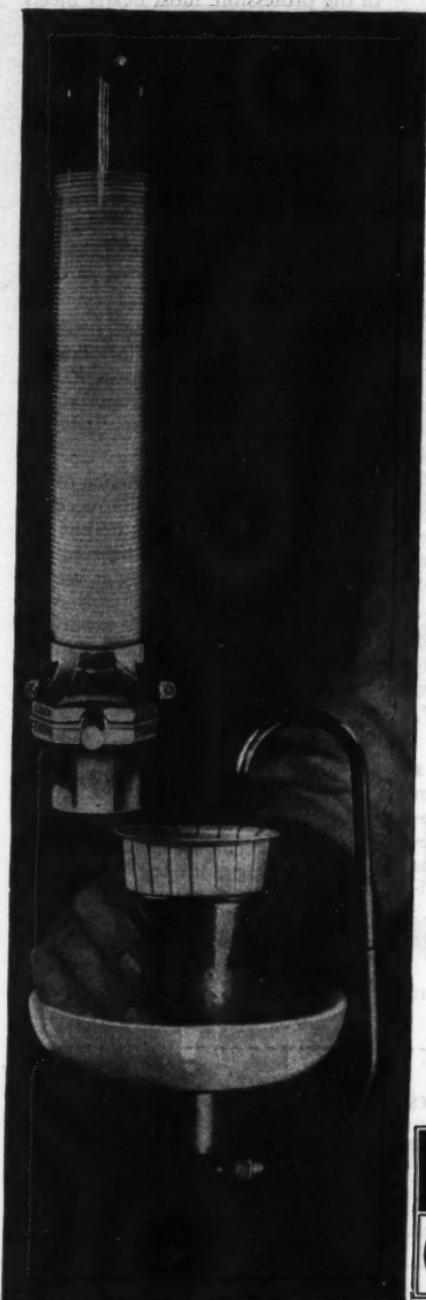
Without charge or obligation Name _____
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To patients you owe the courtesy of clean, hygienic hands, of course. And something more—

Rough, reddened hands, even when thoroughly clean, cannot fail to irritate sensitive patients. Only scrupulously cared-for, smooth white hands can completely fulfill your professional obligations.

In a new soap—Castolay—discriminating dentists are finding qualities that meet their special needs exactly.

Castolay is pure, mild, free

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Give your skin the benefits of Castolay's soothing lather. Begin today to have pleasing hands, that will truly testify your skill and care.

We want you to try Castolay yourself. If you will write us, we shall gladly send you a full-size professional cake with our compliments.

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FINER THAN THE FINEST CASTILE

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T H E R E I S N O
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to the statement that chlorine is the best of all antiseptic agents for dental use. And Zonite is a solution of sodium hypochlorite—standardized, stabilized, permanent, electrolytic, hypertonic, non-irritating and non-toxic. All the disadvantages of the Carrel-Dakin solution have been removed. All the beneficial actions and effects are assured.

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Hence Zonite is practically adapted to serve the dentist for many purposes. For pyorrhea, trench mouth, antrum disease, disinfection of cavities. During dental operation. After scaling, extraction and setting of crowns or inlays. Zonite also serves the patient as an active deodorant alkaline mouth wash.

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STOPS MOUTH BREATHING

Aids in the Treatment of MALOCCLUSION

The CORRECT BREATHER



Worn
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or
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mouth
piece



Here is an appliance that offers much aid to orthodontists and general practitioners in the treatment of malocclusion, where mouth breathing or teeth grinding is habitual. Particularly effective in children's cases where mouth breathing is hindering normal development. Also an efficient aid in fracture cases and facial deformity. Worn at night with or without mouth piece in absolute safety and comfort. Made of light, washable, net-like fabric and elastic. Infants', youths' and adults' sizes. Fully adjustable. Price \$4.50.



Shown above are two typical cases of deformity, resulting from mouth breathing, taken from the Journal of the American Dental Association. When checked in time, cases like these can be completely corrected with the aid of the Correct Breather shown below.



Left
Open Bite
Appliance

Right
Mandible
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This appliance exerts steady pressure under the tip of the chin and on the upper anterior teeth. Exact pressure desired is controlled by means of adjustable lacing in center of head-piece and elastic construction of the maxillary appendages. Comfortable, washable, safe. Infants', youths' and adults' sizes. Price \$4.50.

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Send me _____ appliances. Ship through dealer named (or) I enclose check for \$_____, (or) send C.O.D. for patient age.

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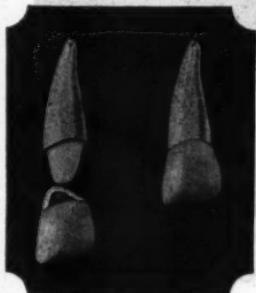
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The experiments and practical methods of "American" Technicians have resulted in Porcelain Veneer Crowns which are superior to any heretofore made. Accurately fitted porcelain veneer facing inlaid into a recess in the labial surface of a gold crown, leaving practically no gold visible. Prices: Incisors \$7.50; Bicuspid \$8.00; Molars \$9.00.



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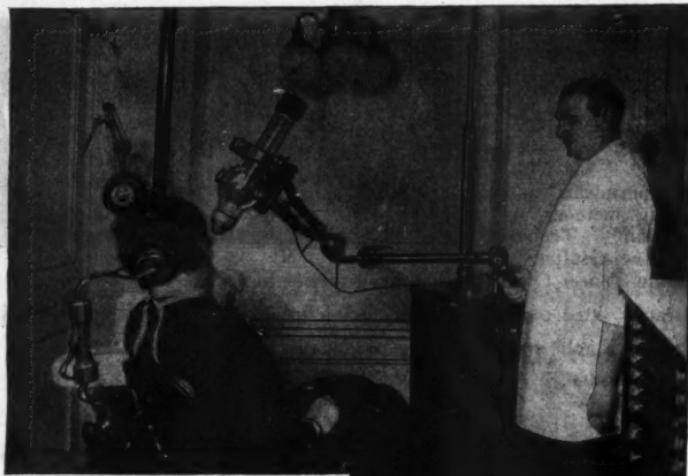
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Important Advantages of the Wappler Dental X-Ray Unit



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THE WORTH WHILE WHEELS
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WHEELS THAT GIVE YOU JOY TO USE

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EVEN WHEN EXPOSED TO
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WORKED WITHOUT MUCH PRES-
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Six oz. Glass Jar.....	\$2.00
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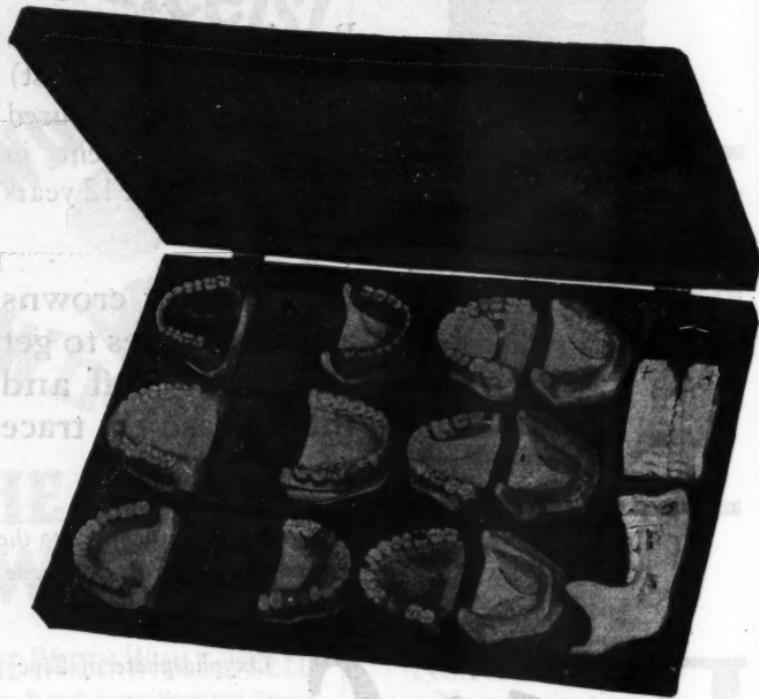
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Send free information only.
Introductory prices; prepaid
Single—75c each or Six for \$4.00.

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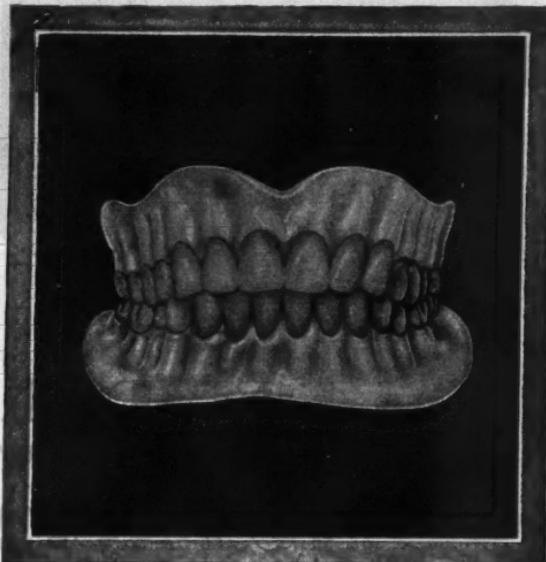
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A DENTAL CASTING GOLD
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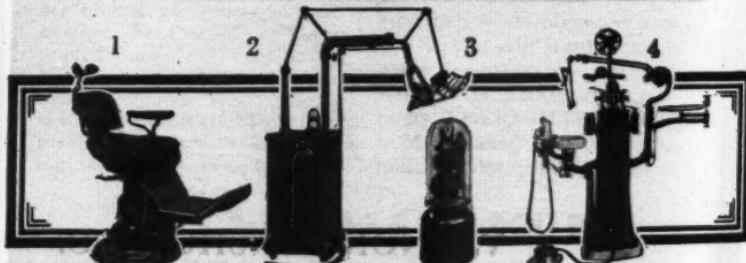
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With this in mind Ritter engineers have developed complete modern equipment for the up-to-date dental office . . . equipment that saves TIME, the practitioner's success capital, and scientifically aids in all classes of dental practice. Write for descriptive literature.



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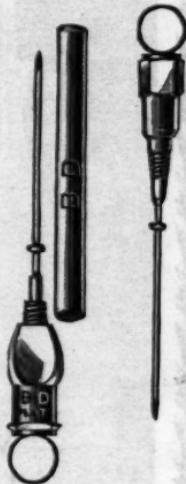
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as illustrated, have a stationary metal disc on the canula about 1/8" from the hub. In case of accident, the needle generally breaks off at the point where it joins the hub, leaving sufficient projection for quick and easy removal from the tissues.



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Design and fit, together with good materials, are essential to a satisfactory casting. Berry assures you of the correct design and the proper location of clasps for each individual case. These are the fruits of thirty years' experience with most intricate cases. We do not depend on one "cure-all" design or technique, but plan each casting to take care of the individual needs of your patient.

Send study casts and bite for colored design and estimate of cost. No charge for this service.

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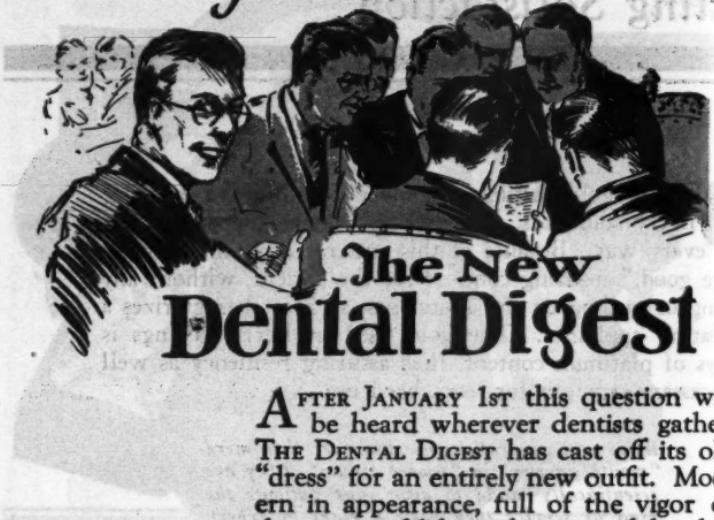
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*Be sure that it provides all the
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Teeth, as part of the skeletal system, are susceptible to nutritional deficiencies, manifestations of which are especially marked when the individual does not receive an adequate supply of Vitamin D which makes calcification possible.

In repairing teeth whose atrophied or hypoplastic structure gives evidence of Vitamin D deficiency, dentists are finding it advisable to ensure the presence of this vitamin in amounts adequate to establish a normal metabolism of calcium and phosphorus.

This exceedingly important measure for the prevention of the recurrence of caries is readily afforded by the regular use of Squibb's Cod-Liver Oil.

Squibb's Cod-Liver Oil is guaranteed to provide an abundance of Vitamin D. Tests on laboratory animals prove

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You can, therefore, prescribe Squibb's Cod-Liver Oil with the assurance that your patients will receive a full supply of both Vitamins A and D. At all drug stores.

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Preventive Dentistry Necessitates Periodic X-ray Examinations

Despite the army of tooth-brushes working up-and-down, back-and-forth or in circular fashion; despite their use once, twice or three times a day; despite all the powders and pastes; despite all the warnings on foods and their effect on teeth; despite visits to the dentist once or twice a year, teeth still decay, ulcerate and ache.



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On some surfaces of the tooth caries can be observed directly while in the incipient

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By means of the *Bite-Wing* radiographic examination, the interproximal conditions between all teeth can be shown on but five or seven films. Such an examination not only shows incipiency but the extent of the condition. It should be done routinely for each patient. The essentials of this method are described in "Eastman *Bite-Wing* Dental X-ray Film." A copy will be sent you free, if you will send in the coupon below.

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A General Purpose Cement, used for setting crowns, bridges and inlays or for any case where an oxyphosphate cement is indicated—also for permanent fillings, filling deciduous teeth or for any case where a non-discoloring germicidal cement may be indicated.

Smith's Certified Enamel

A material that meets every silicate requirement and which in addition possesses adhesiveness and an easy mixing technique.

Smith's Medi-Cement

Indicated as a cavity lining, dressing seal, root canal filling or for any case requiring a temporary cement.

Send for the booklet that fully describes these materials.



Use the coupon

LEE S. SMITH & SON MFG. CO.,
7325 Penn Avenue, Pittsburgh, Pa.

Please send me a copy of the booklet "3 Cements."

Dr. _____

Address _____

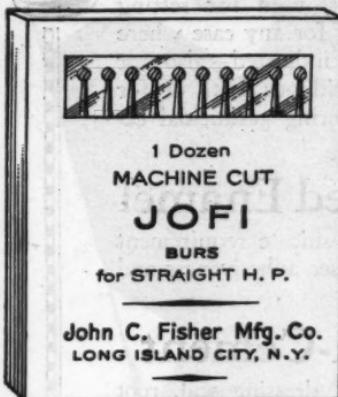
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OH-1228

Introducing the

JOFI BUR

A high quality bur for the particular practitioner



**Special Alloy Steel--
Sharp--Economical**

**Ask for
"JOFI"
Burs**

At All Dealers

**John C. Fisher
Mfg. Co.**

Long Island City, N.Y.

**There is
Safety**

**in the bend in the
barbs on an
ASKO
Broach**



THAT'S why every little barb on an Asko Broach is made with the Asko Bend—for safety!

(Note the magnified illustration at the left of the business end of an Asko Broach showing the bend in the barbs.)

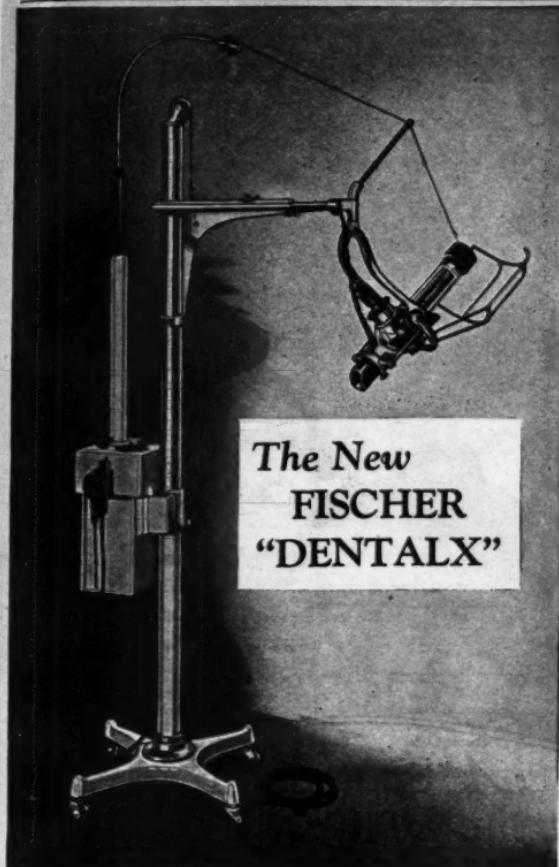
Asko Broaches are not only safe—the barbs are sharp-cutting and staggered to obtain positive results in cleaning canals; the stem is tough and strong, yet it will follow the curvature of the most difficult canal to the apex without troublesome forcing and bending.

And Asko Broaches don't break!

**Ask Your Dealer
for Them
\$5.00 the Gross**

**A. S. Koch & Sons
Lancaster, Pa.**

H.
S.
Dr.
Ad.



The
Lowest
Priced
Efficient
X-Ray
Apparatus
on
the
Market
Today

**The New
FISCHER
“DENTALX”**

A New Achievement in X-Ray Manufacture
SAFE . . . DEPENDABLE . . . MOBILE

Just a few salient features on the “DENTALX”—

Patient need not leave the dental chair for any exposure. Calibrated dials permit exact reproduction of positions. Accurate timing, fully automatic. Circuit breaker for protection to patient and operator.

Price Completely Equipped only \$595.00.

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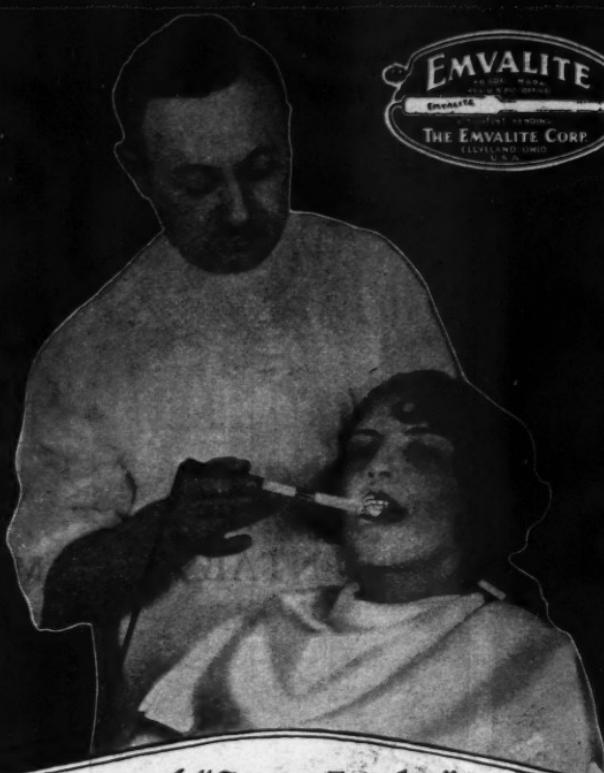
H. G. FISCHER & CO., INC., 2333 Wabansia Avenue, Chicago, Ill.

Send me full information about Dentalx free.

Dr.

Address.....

Dealer.....



A "Spot Light" on the Dental Mirror

EMVALITE lights the way! Just plug into any alternating or direct current electric socket and presto . . . you've turned a search light on your work.

The latest development in dental efficiency, designed to simplify technique in oral examination and transillumination. An efficient lamp of brilliant intensity that is inexpensive and requires no rheostat or transformer — no extras.

\$16.50 for the complete equipment including mirror and two bulbs that stay cool, and the first cost is the only cost.

From your Dental Supply House or, address us direct—

THE EMVALITE CORPORATION
210 St. Clair Avenue, N. W.
CLEVELAND, OHIO



...and no injection!

NO injection is required to use PERDENTIN, the newest Local Anesthetic—called by dentists "the ideal pain-preventive."

PERDENTIN applied with a pledge of cotton, successfully eliminates pain in all minor procedures, such as

Pain of Extracting Pulps	Scaling
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Lancing Abscesses	Cavity Preparation
Removing Socket Debris	Cleaning Pyorrhea Pockets
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PERDENTIN is a non-synthetic, non-irritating, colorless liquid, compounded of ALCOHOL-BENZYLIC-TRICHLOR-MENTHANAT, possessing highly antiseptic and healing properties.

Its *quick action* will delight you no less than its powerful penetration. In ten seconds after applying it, you can proceed with the operation.

PERDENTIN is a necessity, which once you have tried, you wouldn't think of practicing without.

Send a dollar for
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or use the coupon
to order a full-size
bottle.

Perdentin
**LOCAL
ANESTHETIC**
~~does not require injection~~

PERDENTIN LABORATORIES, Inc., 55 West 42nd St., New York.

Send me a full-size bottle of PERDENTIN for \$2.00, and charge
through my Dealer _____

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"CERA-PONT"

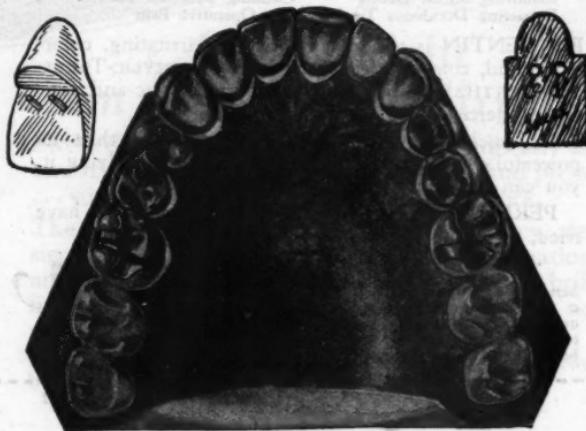
MYERSON & STARK

The latest and greatest achievement in
dentistry. (An all-porcelain pontic)
Aesthetic and Hygienic
Strong and Interchangeable

*"Truly it hath Life having both Soul and
Body"*

"PONTOPIN"

Easier to use than a pin facing and stronger.
Avail yourself of this tooth for either
Root Tips or Saddle Cases.



IDEAL TOOTH INCORPORATED
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ORAL HYGIENE



Only
\$8.10!

... special
for
December
only

Would You Like to Save
\$1.00 to \$3.00
on every gross of burs you use?

CONSIDER what you spend on burs. Now consider how much the *repeated* savings of \$1.00 to \$3.00 on every gross would mean to you?

Over 16,000 dentists are making these savings, to their complete satisfaction, by specifying Scharmann Burs.

You, too, will like them—because they cut with less pressure, less heat and consequently, less pain—because they cut cleaner and smoother, gentler and cooler, and more rapidly than other burs.

During December we offer a special, extra saving of 10% as an inducement to those who haven't tried them yet. Mail the coupon for FREE SAMPLES, or take advantage of our Special Offer.

It will pay you to lay in a liberal supply!

----- MAIL THE COUPON NOW -----

GUSTAV SCHARMANN, 1181 Broadway, New York City

Please send

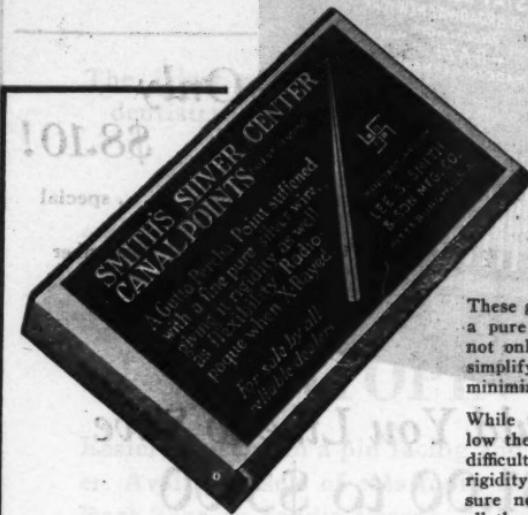
- FREE SAMPLES** of Scharmann Burs.
- Assortment S-1. One gross—all plain, round and inverted cone,—including mahogany cabinet, for \$7.20, regular price \$8.00.
- Assortment S-2. One gross—assorted plain and cross-cut fissures,—including mahogany cabinet, for \$8.10, regular price \$9.00.

Doctor.....

Address.....

Dealer.....

Two Time Savers



These gutta percha points with a pure silver wire center are not only time savers but they simplify root canal filling and minimize failure.

While flexible enough to follow the curvature of the most difficult canal they have the rigidity to withstand the pressure necessary to force them all the way to the apex of the canal, and when X-rayed the silver wire will show up clear and distinct.

Jiffy tubes are just what the name implies—they enable you to fill difficult canals or cavities in a "jiffy"—and do so by the most positive method.

When a Jiffy Tube is filled with cement the point is inserted into the cavity as far as it will go. The tube is then squeezed or pressed between the thumb and forefinger as it is withdrawn and the cavity will be filled from the apex without air cushions.

Special caps are provided for Jiffy Tubes when used for liquid.



Lee S. Smith & Son Mfg. Company
7325 Penn Avenue Pittsburgh, Pa.

faulty elimination . . .

barring the way to complete oral health . . . in some cases, a definite factor in oral disease . . . Restore the bowel function and you create a sound systemic condition as a background for your treatment of mouth ills.



Samples
and data
on request

The Arlington Chemical Company,
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I would like to try a complimentary jar of
NEO-CULTOL

Name _____

Address _____

Dont Contract the Habit of Standing Like a Stork-

*Keep Both Feet
On the Floor*



A user of a Vernon Rotary Compressor in Danvers, Mass., writes as follows:

"I had used the foot blower over such a long period that it was becoming difficult for me to stand at any time or in any place, even at church, other than in the attitude of a stork. Some people more or less ill disposed attributed my pose to long familiarity with the brass foot rail of happy memory, so in justice to my family it seemed wise to adopt such apparatus as would restore me to more normal posture and my former standing with 'Christian people.'

"Seriously, I am more than pleased with the little blower and feel that you can wisely and safely make very strong claims for its efficiency."



Hook up a
Vernon Rotary Compressor

to your lathe and get uniform pressure
without the slightest effort

Write for literature

LEE S. SMITH & SON MFG. CO.

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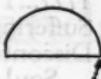
PITTSBURGH, PA.

WIRE AND PLIERS

If you have ever had to jack up a car with a wobbly makeshift, antiquated jack, you have already joined the ranks of the Great Army of men who Demand Proper Things With Which To Do Their Work! Jelenko Beveled Half Round Wire and Jelenko Wire Bending Pliers were scientifically designed each for the other, and both for you.



HALF-ROUND



NOTE SHARP EDGE

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NOTE BEVELED EDGE

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Sold by Leading
Dealers Everywhere.

JELENKO GOLD

J. F. Jelenko & Co.

Manufacturers and Refiners of Dental Golds
136 West 52nd St., New York, N. Y.



YULETIDE AT VALLEY FORGE

1777... Yuletide... Valley Forge... Privation and Suffering... Enemies without... Jealousies and Discontent within... Despair of keeping the Soul of Freedom extant and achieving Peace with Honor.

1928... Yuletide... Professional Fields... Worry and Uncertainty... Blackmailers, Mal-contents, and Unscrupulous Lawyers without... Careless Critics within... A Challenge to the Hope of Peace and Honor in Unselfish Effort.

—♦—
YOU'LL TIDE
YOURSELF SERENELY OVER YOUR
PROFESSIONAL PERPLEXITIES
WITH A
MEDICAL PROTECTIVE CONTRACT
"Perfection in Protection"
—♦—

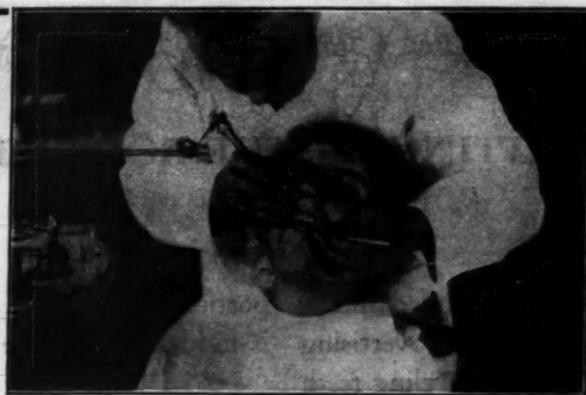
**The Medical Protective
Company**
of Fort Wayne, Ind.

35 East Wacker Drive : Chicago, Illinois

Kindly send details on
your plan of Complete
Professional Protection

Name _____
Address _____

12-28



The Dentist's Hands

YOU must always keep them fit to put into other people's mouths—but the constant washing, the dipping into antiseptics and abrasives will crack and wrinkle them, if you don't take care.

To keep your hands smooth and soft, to make them look fit to go into the most fastidious mouth, use

NEPTO LOTION

Soothing and refreshing — made of Carrageen, the sea moss gathered on the Atlantic coast. Different from anything else—and better.

Once you get the "feel" of Nepto Lotion on your hands, you will know why so many dentists use it.

Let us send you a bottle direct from New England for the benefit of your best instruments—your hands.

**The E. L. Patch Co.
Boston, Mass.**

Makers of Patch's Flavored Cod Liver Oil



THE E. L. PATCH CO.,
Stoneham 80, Dept. OH-12,
Boston, Mass.

Please send me a trial bottle of Nepto Lotion.

Dr. _____

Address _____



GETTING AT THE ROOT OF THE TROUBLE

You have smiled indulgently at the "advertising lady" whose dazzling teeth proclaimed the virtues of someone's dental cream.

But you have frowned disapprovingly at the claim that a cream whose main virtues are a nice taste and an abrasive action can prevent pyorrhea or stop the spread of dental infection.

You know that the root of the trouble is not on the shining surface but in that

portion of the tooth which is hidden behind the gums.

That is why a little detoxification instruction will help your patients.

Detoxification gets at the root of dental troubles by neutralizing the toxins of pathogenic organisms.

Have you been receiving the Detoxification Clinics? Real, meaty stuff, that you can read to advantage.



THE WM. S. MERRELL COMPANY, CINCINNATI, U. S. A.

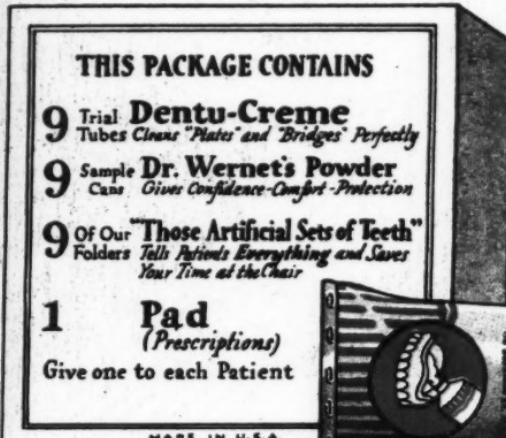


MER CONTAINS TINCTURE OF MYRRH

instead of powerful drugs. Mer Dentifrice is free from all fermentable substances, such as sugar, starch and glucose.

It not only cleans the teeth quickly and thoroughly in a natural way, but also neutralizes mucin plaques or film, prevents acid fermentation, prevents alkaline putrefaction, purifies the breath, and helps to keep the gums healthy.

New



WERNET DENTAL
110-116 BEEKMAN STREET
SAMPLES AND PRESCRIPTIONS

TRIAL TUBE OF DENTU-CREME

**with each sample of
WERNET'S POWDER**

At the request of the Dental Profession, we are co-operating in this "Fight for Clean Dentures," by inserting a trial tube of Dentu-Creme in each individual sample box of Wernet's Powder.

This trial tube of Dentu-Creme gives you the opportunity to impress the patient with the vital necessity of clean dentures.

In addition to the trial tube and your talk on "Mouth Health," you should give each Denture Patient a PRESCRIPTION for a Wernet Plate Brush and a Large Tube of Dentu-Creme, so that Patients will "Get the Habit" of keeping their dentures clean and thus protect themselves—as well as others—from the dangers of infection. (You will find a Prescription Pad, for this purpose, in each package of samples.)

**ENT MFG. COMPANY
NEW YORK, N. Y.
PRESCRIPTION PADS ON REQUEST**



MERCITAN LOTION

Made
by

CAULK



DENTISTS use Mercitan Lotion as a cleansing germicidal spray in the course of their operative work.

After any dental operation, like cleaning, scaling, or extracting of teeth, it is a valuable preparation for use at home to keep the mouth clean, and to prevent the excessive multiplication of bacteria, thus reducing the chance of infecting wounded tissues. Used every hour or two it tends to relieve irritation, making the mouth more comfortable.

Improve Your Reception Room This Inexpensive New Way

A BIT of magic—this wonderful transforming of a discordant batch of magazines! Merely slip these lustrous new GUILD COVERS over the magazines in your office. Their simple designs in soft blending pastel shades will harmonize with every decorative scheme.

Also in black, Levant grained, if you prefer.

Will wear like
an Auto top.



Made of genuine duPont FABRIKOID—more durable than

leather—they will not fade or scuff.

And should the slightest dust gather, a damp cloth will renew their brightness at once. Order GUILD COVERS for your office and home. Simply tear out the memo below and list the

names of the magazines for which you wish Colored or Black GUILD COVERS.

Periodical Readers' Guild

[Novelty Division, Harris Wolff Estate]
Complete Book Manufacturers

522 West 26th St., New York City

Memo to Write Order to:

PERIODICAL READERS' GUILD, DESK 12,
522 West 26th St., New York City

Please send me the GUILD COVERS for which I attach List of Titles, with check to cover at \$2.50 each. I have indicated which covers I wish in Colors and which in Black, each to hold a single copy—also those I wish in Black to hold 6 to 26 back numbers, according to thickness of contents.



Unseen Armies



*The Tractor
and
Farmi*

THE modern trend is to utilize mechanical ingenuity to secure greater results with less effort —

— to save human energy wasted on hand work for brain work.

By using power, the farmer of today does more work in less time at smaller cost.

COOK LABORATORIES, INC.
536 Lake Shore Drive • • • Chicago

"The word "CARPULE" is a technical trade mark indicating that the product associated with that name originated with and is offered upon the reputation and responsibility of Cook Laboratories, Inc.

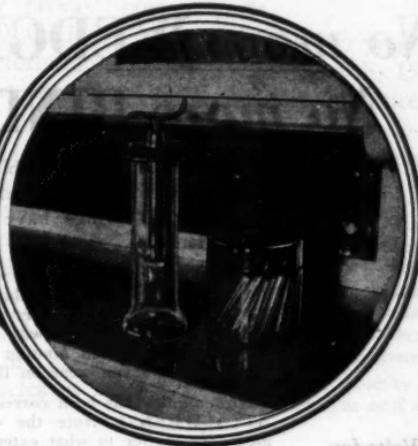
es Your Command

The "CARPULE" Outfit and Dentistry

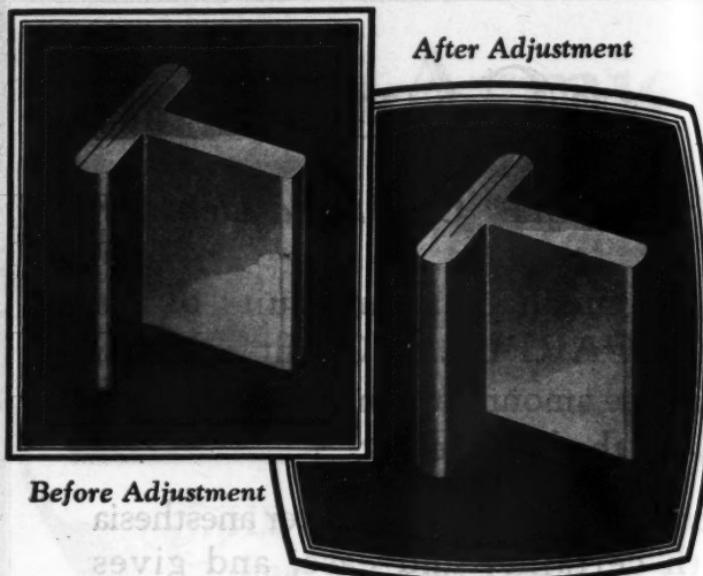
THE mechanical ingenuity of the
"CARPULE" Outfit saves an
immense amount of time every working
day for the busy dentist.

It enables him to secure better anesthesia
with certainty and ease, and gives
more time for
productive
practice.

Speed, safety
and simplicity
are outstanding
advantages of the
"CARPULE"
Outfit.



Carpule
REGISTERED U.S. PAT. OFF.



PATENTED

No more WEDGING . . . No more BINDING . . .

It has always been a problem with attachments of how to avoid wedging the male part tightly into the box, after its wings have been spread open for spring tension.

Spreading the wings open would distort the shape of the male part, so that it would no longer fit properly into the box, resulting in an uneven contact of the transverse member of the male part with the inside wall of the box. This naturally caused binding at the point or points of contact and uneven wear on the walls of the box.

Now all this has been corrected by the STERN No. 7 ATTACHMENT. Note the double adjustable arrangement. No matter to what extent the adjustment is made, the outer wing makes "full-surface" contact with the wall of the female part, resulting in smooth, "floating" retention, that actually gets better with each adjustment.

**Write for
Interesting
Literature**

[IDEAL RETENTION
MAXIMUM STRENGTH]

The Stern №7 Attachment

I. STERN & CO. - 218 WEST 40th STREET - NEW YORK



Trench Mouth

From New England comes the report that Trench Mouth is becoming alarmingly prevalent; and also that POLORIS Dental Poultice is performing yeoman's service, in the treatment of this condition.

Being principally a counterirritant, continuous in action—each poultice potent for from two to three hours without being escharotic—POLORIS stimulates the circulation.

Free circulation through the bacilli-infested mucous membrane will perform miracles of resistance to the bacilli.

POLORIS is an anodyne also, easing the pain as the battle for supremacy between the white corpuscles and the bacilli goes on.

POLORIS will draw out the inflammation.

Hops, the sedative, and Gum Arabic, the emollient, play important parts.

Try POLORIS on your next case of Trench Mouth, Doctor—three or four poultices, if necessary, placed end to end along the affected area between the cheek and the tissue.

N. B. POLORIS Dental Poultice is a continuous counterirritant and anodyne acting immediately and directly upon the seat of inflammation. Unlike narcotics and sedatives in pill form, it does not affect the nervous and circulatory systems.

Formula: Capsicum, Aconite, Belladonna, Hops, Sassafras and Gum Arabic.

POLORIS COMPANY, INC., DEPT. 4012
79 East 130th Street, New York, N. Y.

Without charge, send me a free supply of POLORIS, together with formula and prescription books.

Dr. _____

Street. _____

City. _____ State. _____

My druggist's name is. _____



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Horace Wells

A Pioneer in Anesthesia

Born in Vermont, N. H.

Outstanding among the many Americans whose names have been inscribed in the history of dentistry as pathfinders is Horace Wells, pioneer in the use of nitrous oxide for the alleviation of pain during dental operations.

The pioneer in safe local anesthesia is

NOVOCAIN

Introduced to the American dentist almost 20 years ago, and still considered the standard local anesthetic.

Novocain is supplied in tablets and ampules.

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LABORATORIES, Inc.

122 Hudson Street
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*Trademark Reg. U.S. Pat. Off. Brand of Procain Hydrochloride.



UPON the important step of veneering greatly depends whether or not the completed denture will approximate the healthy color of natural gums—whether it will be a success or a failure, both to you and your patient. For this reason alone—if for no other—the rubber you use in veneering should be dependable.

McCormick's Blended Pink

is the guarantee of satisfaction in veneering—try it.

A quarter-pound box will convince you—at your dealer's, \$2.75

E. J. McCORMICK RUBBER CO., Inc.

PASSAIC, N. J.

Makes 7 hours seem like 5

What dentist hasn't suffered *some* form of foot or leg discomfort after standing for hours on non-resilient floors?

**The Rubber Craft
FOOT CUSHION**
has brought relief where all other efforts failed.

It has a half-inch base of live sponge rubber covered with tough

tire-tread rubber which gives a long wearing surface. Deep corrugations allow the air to circulate under the feet thus preventing foot burn.

It cushions the jar and makes 7 hours seem like 5. May be had in quarter-sections.

Mail the coupon for an actual sample of the cross section, literature and prices.



The Rubber Craft Products Co.
227 West Thornton St., Akron, Ohio.
Please send actual sample of cross section and literature.

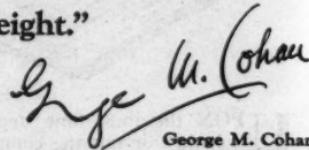
Dr. _____

Dealer _____

Address _____

"Lucky is a marvelous pal

the toasted flavor overcomes a craving
for foods which add weight."



George M. Cohan,
America's Stage
Favorite.



THE modern common sense way—reach for a Lucky instead of a fattening sweet. Thousands are doing it—men keep healthy and fit, women retain a trim figure.

Lucky Strike, the finest tobacco, skillfully blended, then toasted to develop a flavor which is a delightful alternative for that craving for fattening sweets.

Toasting frees Lucky Strike from impurities. 20,679 physicians recognize this when they say Luckies are less irritating than other cigarettes. Athletes, who must keep fit, testify that Luckies do not harm their wind nor physical condition. That's why Luckies have always been the favorite of those men who want to keep in tip-top shape and realize the danger of overweight. That's why folks say: "It's good for everyone to smoke Luckies."

Fattening sweets? No! Eating between meals? No! Say "No" and light a Lucky instead.

Reach for a Lucky
instead of a sweet.

"It's toasted"

No Throat Irritation—No Cough.

©1923, The American Tobacco Co., Manufacturers

Tek

America's Quality
TOOTH BRUSH

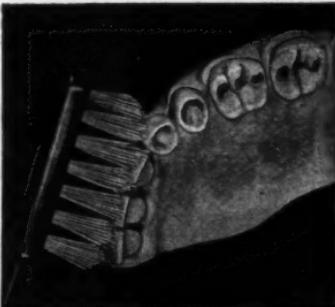
See how it fits



the inside curve



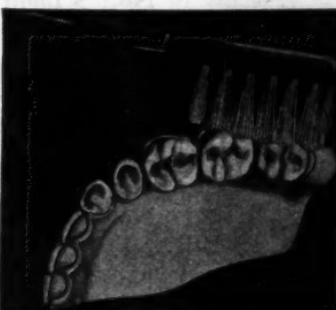
of any dental arch



as well as the outside.



All bristles active every stroke.



MAIL THIS COUPON TODAY

**JOHNSON & JOHNSON,
New Brunswick, N. J.**

Enclosed find my check (or money order) for one dollar (\$1.00) for Special Offer of one TEK Dental Floss Brush and one TEK Tooth Brush without floss feature.

Dr. _____

Address _____

With S. S. White Dental Rubbers You Make Reliable Plates

There are fourteen S. S. White Dental Rubbers, including the veneers. Each has its individuality, which may be only its color, and which is as readily expressed by a number as by a name.

All of them are strong, all easily worked. The choice of colors in baseplates is a matter of personal preference. In the veneers the choice is governed by the slightly varying tints found in the oral tissues of which S. S. White Veneers run the gamut.

Here is the line:

- No. 1 Special Light Pink
- No. 3 Light Pink
- No. 5 Pink
- No. 7 Granular Pink
- No. 10 Maroon
- No. 11 Natural Base
- No. 12 Brown
- No. 13 Gold Base
- No. 14 Dark Red
- No. 15 Light Red
- No. 16 Weighted
- No. 17 Pink Denture "B"
- No. 18 Black
- No. 19 White

Ask Your Dealer

The S.S. White Dental Mfg. Co.
"Since 1844 the Standard"
Philadelphia



Davidson and Barry Elevators and Bone Chisels

THE moment a Davidson and Barry Elevator is grasped the value of the angle relations of handle shank and point become apparent. The grip is natural, powerful; there is an absolute control over the force, the body position while operating is comfortable, and there is an excellent view of the operating field.

Because of the force con-

trol the possibility of a slipping point is reduced to the minimum, and better application of the point is afforded.

There is no limit to the deftness and dexterity that an operator can develop with these instruments, and he will be surprised at the ease with which the impacted tooth, especially the molar, may be removed.

Your Dealer Has

DAVIDSON and BARRY ELEVATORS and BONE CHISELS

The S.S.White Dental Mfg. Co.
"Since 1844 the Standard"
 Philadelphia

Write for detailed
technique



CONTROLLED FORCE • NATURAL GRIP • MORE POWER • SAFE

Complete Bookkeeping Equipment

An S. S. White Card Index System and an S. S. White Every Day Appointment Book equip you completely for your office business records.

S. S. White Card Index System No. 2

The Card Index System affords the simplest known system of keeping accurate accounts with your patients. Little work is required; the chances

for mistakes minimized; in a moment you can tell exactly how any account stands, what cash you have received, and how you have spent it.

Commence any time—now better than later

Outfit consists of 200 Record Cards, 3^½ sets of alphabetical Guide Cards, 25 Cash or Bill Cards, and 50 Examination Blanks, with follower block, in black metal case with lock and key . . . \$13.00
Record Cards separately, per 100 1.75

S. S. White Every Day Appointment Book No. 7

A Full week's appointments seen at once

Perpetual in form—can be started any time. Two appointments every working hour (8:30 to 7:00) every day.

Ample space for memoranda and cash records. Five years' calendars. Fine paper, well bound. Price \$1.50.

At Your Dealer's



Save Deciduous Teeth With



It is a true submarine filling; requires little or no excavating; can be inserted quickly.

It may be put under the margins of a bleeding gum; can be used for filling root canals, for filling permanent teeth where color is not objectionable, and for models and dies for indirect inlays, etc.

Every dentist ought to know S. S. White Copper Amalgam

1-oz. Box \$1.00; Five 1-oz. Boxes, Per oz. \$0.85;
Ten 1-oz. Boxes, Per oz. \$0.80.

S. S. White Emerald Engine Belts

Run Smooth—Last Long

Unless something is radically wrong with your engine or the belt meets with violent injury, an Emerald Belt will give you months of real satisfaction. Reports of a year's service from a single belt on an electric engine have come to us from many dental offices.

If you have not used an Emerald Belt,
a pleasant surprise awaits you

Ask Your Dealer

The S. S. White Dental Mfg. Co.
"Since 1844 the Standard"
Philadelphia

CERTIFIED SCRAP RETURNS

Make Merry Christmas Merrier



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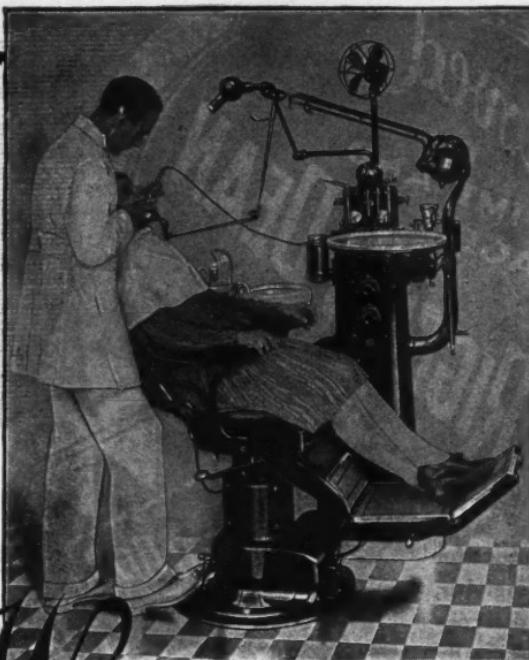
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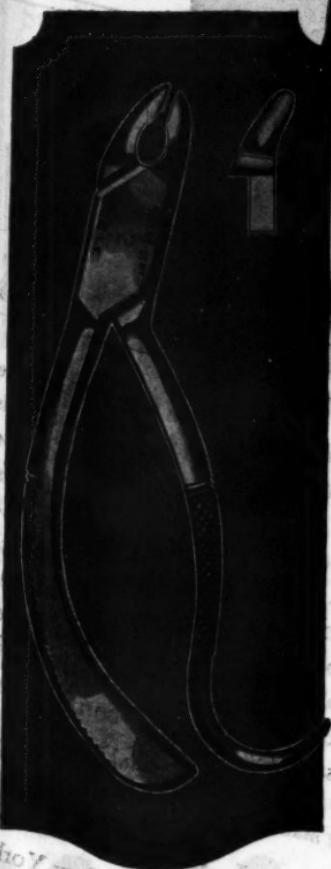
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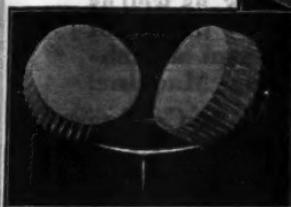
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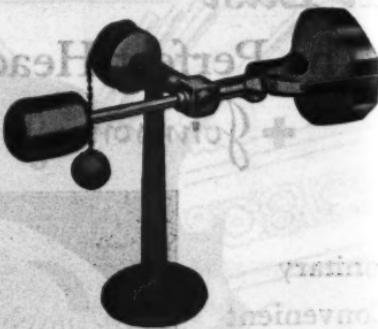
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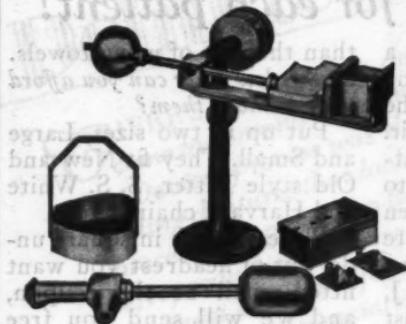
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Devitalize or anaesthetize the exposed nerve—remove pulp chamber contents ONLY and fill with SOLIDIFIER. Tooth is now ready to crown or fill.

X-rayed teeth—SOLIDIFIED 10 YEARS—showed no apical changes.

\$1.50 per jar—with complete directions—from your dealer or
THE TATE DENTAL DRUG CO., SOMERSET, Ky., U.S.A.



Dentists use Dr. Card's toothbrush as their personal brush because they know it is correct in design, well made and will give proper brushing results.

To members of the profession a sample will be supplied for 20¢

A Special Proposition in Teeth Brushes for Welfare Work

C. L. CARD, D.D.S., MEDICAL ARTS BLDG.,
PHILADELPHIA, PA.

*Don't forget Dr. Card's Improved Toothache Pads. Active on the gum only.

Insurance—

One does not hesitate a second to spend a nickel or a dime to insure a

5¢

10¢

parcel post package. Your own work is of far more value to you and your reputation than the package, so why not insure it by buying the best?

ECONOMY

The cost of the average cement mix with the best cement on the market is two cents or less and the difference

1¢

1¢

between that and the cheapest cement is negligible. Freedom from worry is worth far more than the fraction of a penny involved.

AMES

THE W. V.B. AMES COMPANY
FREMONT, OHIO



Reg. U. S. Pat. Off.

A flexible vulcanizable rubber for a perfect suction on all Dentures

WHY COVER THE VITAL PARTS OF THE PALATE?

ADVANTAGES**OF UPPER RIDGE DENTURE**

Cushioned adherence, therefore more comfortable.
Normal space for tongue, hence clear enunciation.
Palate exposed to sensation of heat and cold, therefore food and liquids taste more natural.

Less throat irritation in swallowing.

No hard material running into soft palate, therefore less gagging or sore throat.

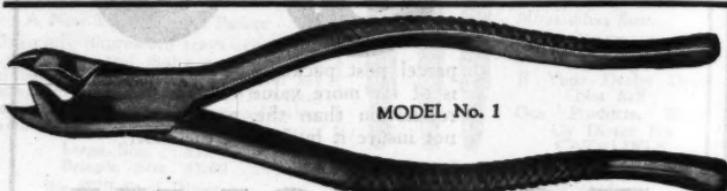
Price \$10.00

See March & April Ads in O. H.

FLEX-O-TITE DENTAL RUBBER COMPANY

P. O. Box 8, Irvington Station

Indianapolis, Ind. U.S.A.

**IMPACTED LOWER THIRD MOLAR FORCEP**

Good for 90% of the cases. Four models. Price \$7.50 each. Order through your dealer or send for circular.

DR. A. B. JOHNSON

New Britain, Conn.



**AMAZINGLY
LIFE-LIKE!**

Improved
Iteco
is strong

You are not experimenting with ITECO. It is STANDARDIZED and DEPENDABLE. . . Requires no special equipment. . . Contains no celluloid, rubber, or cellulose. . . Made in three shades—light, medium and dark—to harmonize with the patient's complexion. . . Your patients will appreciate the superior qualities of ITECO.

THE ITECO COMPANY

Broadway & Victoria

Portland, Oregon

Write for our Chart-Technique for Improved ITECO, also our booklet which fully describes this life-like material.

Dr. _____

Address _____

Dealer _____

AFTER ALL

Isn't it a fallacy attempting to "kill off" bacterial invaders of mucous tissues with corrosives when one pauses to consider that once a tissue has become infected, very little time elapses before the invading hosts penetrate to the deeper cell layers where it virtually is impossible to reach them with germicides?

* * * *

Isn't it more logical to combat infection or irritation with ALKALOL which is non-toxic and non-injurious, internally or externally? It befriends gamely fighting tissue by dissolving accumulation and through its hypotonicity, correct alkalinity and salinity acts as an assistant to Nature's method of healing.

* * * *

ALKALOL is bland, balanced to insure absorption and wonderfully soothing. Easily proven by using in your own nose or eyes for irritation or exposure to dust or other debris. It will work the same in a patient's mouth.

The
ALKALOL
Co.
TAUNTON
MASS.

----- Mail the Coupon -----

ALKALOL COMPANY,
Taunton, Mass.

Gentlemen: Please send samples of ALKALOL.

Dr. _____

Address _____

OH-D

More than a temporary cement

SMITH'S CERTIFIED MEDI-CEMENT is indicated as—

- A temporary filling for sealing in treatments of any kind whatever.
- A temporary filling in deep seated or hypersensitive cavities.
- An intermediate filling or lining in deep seated cavities with vital pulps.
- A filling in any cavity where the use of a sedative is indicated.
- A temporary filling material during the construction of gold or porcelain inlays, since its adhesion to the walls prevents chipping of cavity margins.
- A filling where hypertrophied gum tissue fills cavity. In such cases it may be mixed with cotton or asbestos fibres, and thus be inserted more easily.
- A temporary filling in cases of sickness, particularly nervous disorders, where teeth of the patient frequently will not tolerate other cements.
- A temporary filling for deciduous teeth.
- A temporary filling in cases of toothache, in either temporary or permanent teeth, where irritation is not of too long standing.
- A cementing material for aluminum or copper shells used in protecting sensitive abutments for bridgework, while awaiting completion of the work. The material acts as a desensitizing agent, and produces pleasing results.

Your card will bring you liberal samples

Lee S. Smith & Son Manufacturing Company
P. O. Box 759

Pittsburgh, Pennsylvania

Grateful

RELIEF

from pain

FILL the cavity with Velvo Phenox as a temporary cement—cover an abutment with a crown form filled with Velvo Phenox —24 hours later do a thorough job of preparation—there will be no pain.....per pkg. \$1.75

VELVO PHENOX

Order from any dealer—or

VELVO DENTAL SPECIALTY CO. 219 E. 34 St., New York



An Investment in Good Will

Impressed patients are your most ethical and sincere advertisement—they spread favorable comment about the thoughtful dentist who uses

D. C. B. Sanitary HEAD SHIELDS

clean, sanitary, individual covering that bespeaks modernism in the dental office.

Made for all chairs. Order by number from your dealer or direct.

DAVID C. BAKER,
665 Fifth Ave., New York.

I enclose \$2.00 for which kindly send me 100 D.C.B. Sanitary Head Shields.

My chair is _____

Dr. _____

Address _____

OH-12-28

DENTIST'S STATIONERY BARGAINS

LETTERSHEETS \$1.00 ENVELOPES - 100 EACH PRINTED

Here is a wonderful bargain you can't afford to pass up—unusually smooth writing bond paper. Handy size, $5\frac{1}{2} \times 8\frac{1}{2}$. Printed in good taste with name & address in blue, up to 4 lines of lettering. A personal stationery you will delight to use or give as a gift printed with your friend's name. Comes in durable dust-proof box, all for \$1.00. Regular \$3.00 quality. Order No. L1400PC.

\$2.00 EMBOSSED STATIONERY

The above bond stationery can also be had with your name and address in glossy raised letters. This has the beautiful appearance of the costly engraved lettering. A distinctive stationery that will win your friends' admiration. A regular \$4.00 quality for only \$2.00. Order No. L1400PC.

STATEMENT	STATEMENTS
NAME & ADDRESS	\$1.98
DR. C. C. GOODMAN 518 - MONTBLK.	500 PADDED 1000 - \$2.75
TO PROFESSIONAL SERVICES	

$3\frac{1}{4} \times 6'$

This statement is popular because it is handy. No folding required to fit any envelope. Printed on a smooth writing bond paper in either blue or black type. Your name, complete address and phone number printed in for only \$1.98 for 500, \$2.75. Bound in pads of 100 each. Regular \$3.50 & \$4.50 quality. Order No. 1400S2.

CONSULTATION NOTICES \$1.98

Here is the form you have been looking for. It is very popular because of proper wording and reasonable price. Send a trial order for this form and see it bring your clients in. Form with name, address & phone printed in blue or black on smooth writing bond. 200, \$1.98, 500, \$2.69. Usually sells for \$3.00 & \$4.25 elsewhere. SIZE $3\frac{1}{2} \times 7$ 00031944

APPOINTMENT CARDS \$1.49

Do away with those lost appointments, late patients, vexing disappointed minutes of waiting. This popular, because proper appointment card is just what you need. Printed in blue or black on smooth plate cards with name, address & phone, 250, \$1.49, 500, \$2.35. Local printer would charge twice as much. Size $2 \times 3 \frac{1}{2}$. Order No. AG300.

FREE DENTIST'S STATIONERY 28 PAGE CATALOGUE

Send today for this FREE 28 page catalog containing many other bargains in specialized dentist's stationery and forms such as Lettersheets from 98c up, Envelopes, \$1.98 up, Professional Cards, \$1.49 up. See Removal Announcements, Prescription Blanks, Checks, Contract Folders, Collection Statements and many other dentist's forms you have never seen before. Send for yours TODAY.

ACTUAL SAMPLES FREE ON REQUEST - PAY ON DELIVERY. Simply post money on delivery plus few cents postage, or send money with order and we pay the postage.

MONEY BACK PROMPTLY IF NOT DELIGHTED

ALDINE EMBOSMING STATIONERS, DEPT. OH

20th & FOREST AVE. DES MOINES, IOWA

"America's Only Dentists' Stationery Supply House"

**Mechanical
Dentists**

Earn Big Money



LEARN IN LOS ANGELES Where year 'round climate is ideal. This money-making profession easily learned in 3 to 9 months' Course. Practical and individual instruction—day or night. Established since 1919. Big demand. Easy terms. Write today for FREE book.

SMITH DENTAL INSTITUTE,
Formerly School of Mechanical Dentistry
Dept. 51, 747 So. Hill Street, Los Angeles, Calif.

1898-1928

Thirtieth anniversary of Pustolene and still working wonders among putrescent and abscessed teeth, lining cavities and capping near exposed nerves. A record like this could not be unless it had merits. If you haven't tried Pustolene, write us for a free sample. Sold by all dealers.

J. A. SPRAGUE & CO., Columbus, Ohio

AT LAST A SUCCESSFUL SURFACE ANTISEPTIC-ANESTHESIA

Desensitization and sterilization within 3 minutes—doesn't destroy tissue. Enables you to use needle without pain to patient. For scaling, opening abscesses and before applying plaster, fills a long felt need. Fully tested and approved.

F. A. Dicks & Co., 433 Bourbon St., New Orleans, La.

Write For
Free Trial
Bottle . . .

NOVOTHESIA



A.PFINGST
309
BIBLE HOUSE
NEW YORK
SOLE
DISTRIBUTOR

**IF
you want value**

You will choose BUSCH, genuine quality at our unusually low price. Each bur is made to give perfect service.

Try them—ask your dealer.

1—P
tifica
harne
patie
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pearl
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Pep
dent
alka
4—E
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Five Properties, Doctor

That the profession of today demands
in the dentifrice it prescribes . . . and
how Pepsodent includes each one.

1—Pepsodent provides a scientifically correct, efficient, yet harmless dentifrice for your patients — one that offers the utmost in tooth and gum protection.

2—It keeps the enamel of patients' teeth highly polished and pearly white. Thus mucin plaque adheres far less readily and teeth are more attractive.

3—As a mildly acid dentifrice, Pepsodent conforms to modern dental preference as against an alkaline formula.

4—Pepsodent actively stimulates salivary flow, for only in

the degree that it is copious, fluid and alkaline does saliva best serve as natural mouth wash and protective fluid.

5—It possesses benefits to the soft, oral tissues. Its use, with vigorous massage, creates greater blood supply, hence greater resistance to bacterial attack. The calcium ion serves as a hemostatic and antiphlogistic agent.

May we send you a full-size tube to try, together with further literature and data? We shall appreciate receiving the coupon below.

THE PEPSODENT CO.
5212 Ludington Building, Chicago, Ill.

Please send me, free of charge, one regular 50-cent size tube of Pepsodent, with literature and formula.

Name.....

Address.....

Enclose card or letterhead 2994



*Little Remembrance Gifts
that Build your Practice*

**DENTALAID JR.
MOUTH MIRRORS**

JUST THE THING to give your patients this Christmas.

Makes them tooth conscious, leads them into the habit of regular visits for dental service. Handy little things around the house and especially appreciated by mothers in watching the kiddies' teeth.

With your name stamped on the handle, each Dentalaid Jr., is a constant reminder of your thoughtful interest in their dental health.

Order now for Holiday delivery \$25.00 per 100 — stamped with name or unstamped.

And for yourself this Christmas A BOILO SIX
The best Dental Mirror now still better.
Chromium-Plated — will never tarnish.
6 Boilos plus a handle for 3.60 to \$4.20.

SPECIALTY MANUFACTURING COMPANY

Makers of Boilo Mirrors and DeLuxe Products

Established 1907

39 FRONT STREET

BROOKLYN, N. Y.

Facts

DENTISEPTOL

Is a successful treatment for Pyorrhea, Trench Mouth, Gingivitis. Does not destroy tissue but does heal instead.

Is a germicide, astringent, anodyne. Does not irritate and has no unpleasant reactions.

Use the coupon to obtain a testing sample and watch results on a particularly stubborn case.

Supplied by your nearest dental supply depot in 1 oz. size, at \$1.00 and 8 oz. size at \$6.00.

Manufactured by

ELLIS JONES DRUG CO.

Memphis, Tenn.



ELLIS-JONES DRUG CO.

Memphis, Tenn.

Please send me testing sample of
DENTISEPTOL

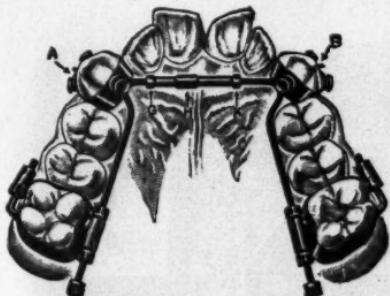
Dr. _____

Address _____

Dealer _____

DR. MILAND A. KNAPP'S Orthodontic Appliances

Fitted to Models



No Soldering Required

The illustration shows a simple efficient expansion appliance, with definitely measured movements which are under the absolute control of the operator.

This appliance combines strength with the least possible bulk and is entirely concealed except bands A and B on cuspid teeth.

The Knapp Appliances are products of experience; not theory.

SEND US YOUR MODELS FOR INFORMATION AND DIAGNOSIS—NO CHARGE

MILAND A. KNAPP, Inc., 1419 West Broadway, Minneapolis, Minn., U.S.A. Dec.
Please send your illustrated catalog and question sheets.

Dr. _____

Address _____



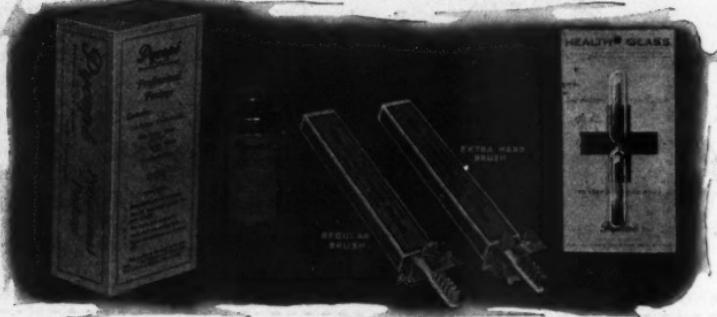
HOW MUCH TIME

do you have your patients set aside for the maintenance of the health you have so carefully created for them? Pycope Incorporated has solved this problem. Solved it for you—and your patients.

You have complete control of the home care your patients devote to their teeth and gums if you prescribe the "Pycope Professional Package."

This package contains one can of Pycope Tooth Powder, two Pycope Tooth Brushes and (here is the secret of the plan) a three minute sand glass.

Insure the effectiveness of your work by insisting upon your patients using the
"PYCOPE PROFESSIONAL PACKAGE"



Order through your Supply House

Pycope Incorporated

Joplin, Mo.

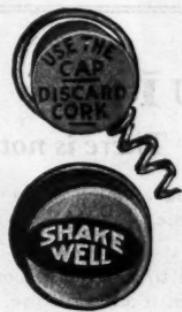
Cavity Lining

(WILLIAMS)

A real protection to any cavity. Because it is WHITE you can see where you put it.

Our new container eliminates that sticky cork and by keeping cap screwed tightly evaporation is reduced to a minimum.

*A
Superb
Cavity Lining
in an
Ideal Container*



Price in U. S. A.

New Style Bottle \$1.00

"Any Dealer Anywhere"

Prepared by

King's Specialty Co.

Fort Wayne, Ind. U. S. A.

**Standing All Day
on a Hard Floor
Makes You
Mighty Tired,
Doesn't It?**



Have you ever thought how much easier your work would be at the chair and the foot comfort you would enjoy with a thick, springy rubber cushion under your feet?

Many dentists have thought of this, and have equipped their offices with Stand E-Z Mats—thick, resilient cushion mats, a full quarter-inch thick of pure gum rubber—just the right size and shape to fit your chair.

And they're inexpensive.

Ask your dealer to show you the Stand E-Z Mat, or send us the coupon for details and prices.

O. W. JACKSON & CO., INC.
225-251 W. 34th Street,
New York, N. Y.

Please send me, without obligation,
details and prices on the Stand E-Z Mat.

Dr. _____

Address. _____

Dealer. _____

**Why Worry Over Loose or Misfit Plates
Use B.P.P. For Rebasing and
Avoid Your Makeovers**



PIONEER MPG. CO., Macon, Mo.
Send one \$3.50 package of Bridgford's
Plate Paste.

Dr. _____
Address _____
Dealer _____

B.P.P. is used as follows:

A sufficient amount of paste is placed on plate and is pressed to place either on model or in patient's mouth. This forces out excess and only enough remains on plate to compensate for defect. Flask with one pour; no opening of flask necessary. Vulcanizes same time and temperature as vulcanite rubber. Colors: red and black. Full directions with each package. Enough for 8 to 10 dentures.

For sale by dealers in Dental Supplies. Price \$3.50. If ordering direct send draft or money order.

**PIONEER MPG. CO.
MACON, MO.**

MORE ABOUT

QUIK

A filling material

There is nothing like it

A mineral fibrous powder and a liquid. The powder is also heavily charged with silver nitrate. "Sticks Like a Tick" to any shaped cavity.

When thoroughly spatulated to stiff putty consistency it becomes colloidal and will not stain tooth structure. We guarantee this. It sets under moisture, withstands mastication. It is for badly decayed teeth which you wish to save without devitalizing. Wonderful, for deciduous teeth and desensitizing gingival cavities.

Scrape cavity fairly well dry and insert. Later remove enough for metal filling. Eternally germicidal. Induces recalcification. Will not loosen from cavity. Soothes the troubled nerve.

Price \$2.00. Money back on request. Through your dealer or direct.

THE DR. STEWART DENTAL PRODUCTS CO.

Findlay, Ohio

Covina, Cal.

Patient Types . . .

The Obstinate Case

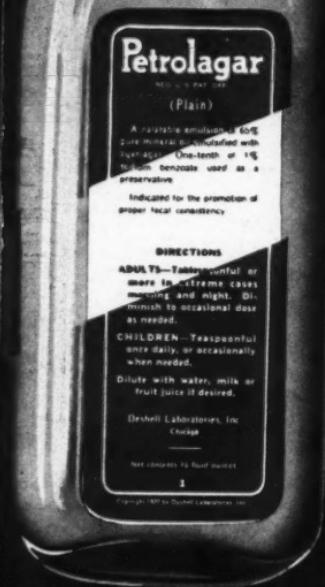
The patient with an obstinate case of constipation is generally addicted to self-medication, has "tried everything", and every new cathartic that whips the tired bowel means going from bad to worse.

Not a simple matter to get such a patient under control, so that the favorite cathartic is eliminated and the regimen of bowel re-education through a regular "habit time" may be instituted.

Petrolagar



Why an emulsion



It is possible to restore the normal, daily habit time of bowel movement by appropriate diet, exercise, and the mechanical aid afforded by Petrolagar.

During the passage of Petrolagar through the alimentary canal, the effect is purely mechanical. It induces only normal, physiological reactions on the secretory and motor functions of the intestines, mechanically protecting the membrane as does mucus.

Petrolagar permeates the feces to produce a soft, yielding mass in the colon. It has no deleterious effect on digestion.

Petrolagar is composed of 65% (by volume) mineral oil with the indigestible emulsifying agent, agar-agar.

**DESELL LABORATORIES, Inc.,
536 Lake Shore Drive, Chicago**

Gentlemen:—Send me copy of the new brochure "Habit Time" (of bowel movement) and specimens of Petrolagar. Dept. O.H.12

Dr.

Address

Petrolagar

Another ADVANCE in Sterilizer-Cabinet design!

The
NEW

PROMETHEUS
Duplex Outfit
(Pat. Applied For)

—with the built-in
waste receptacle.



Cabinet is
handsomely
finished with
five coats of
baked enam-
el. Base is
gleaming
black.

See this new PROMETHEUS development—a waste receptacle, with a removable container, built right into the base of the cabinet, and operated by the mere touch of a foot pedal. || This latest convenience, embodied in a cabinet of outstanding beauty of finish and grace of line, and coupled with the other already well-known, exclusive PROMETHEUS features, such as Quick-Boiling, economy of operation, etc., establishes a new standard of sterilizer efficiency. Ask your dealer, or send the coupon now for further details.

Patent Applied for

PROMETHEUS ELECTRIC CORP., 356 West 13th St., New York City.

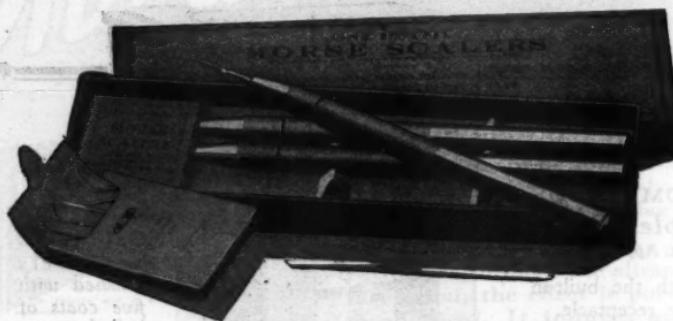
Send further details about the New PROMETHEUS Duplex Outfit.

Dr. _____

Address _____

Dealer _____

Now—a Morse Scaler Outfit with Clutch-Type Handles



TO the universally-recognized efficiency and adaptability of Morse Scalers is now added even greater convenience for the operator in the form of the new Clutch Type Handle. A slight twist of the knurled chuck releases the point you wish to remove; another twist firmly grips the new point in the handle.

These handles are of convenient size, correctly balanced, and knurled to insure firm grip in the hand. Like the Morse Scaler Points themselves they are chrome-plated, their permanently-bright, hard finish always presenting the immaculate appearance so essential in modern dental practice.

New Morse Scaler Outfit, with three Clutch Type Handles and twelve Morse Scaler Points Nos. 1, 2, 3, 4, and 5, assorted—\$6.60.

New Morse Scaler Point No. 0

Here is a new hook-type Morse Scaler Point—smaller than the No. 1—the occasional need for which will more than justify its addition to your outfit. Like all Morse Points, it can be bent cold to any desired angle, and its chrome-plated finish insures freedom from rust or corrosion. The price is the same as for other Morse Points—\$2.50 the dozen.



Ask your dealer about these new R & R items

The Ransom & Randolph Company

Consistent, Conscientious Service

The
**Ransom & Randolph
Company**

FOR more than 56 years The Ransom & Randolph Company has served the dental profession. Its most valuable asset today is the universal recognition by the profession of the ideals which this house has ever advanced in all its dealings. We can and do assume responsibility for your satisfaction with R & R products because we know your need and that which most completely meets it. You can buy these products with confidence:

CUTWELL BURS—the Ultimate in Quality
SCHIMMEL HYPODERMIC NEEDLES (Genuine)
R & R CARTRIDGE TYPE NEEDLES (Ostrov)
MORSE SCALERS (Adjustable and Interchangeable)
DRESCH IMPRESSION MATERIAL
MARTIN'S PYORRHEA TREATMENT
IMPROVED STONE (For Casts)
STANDARD INVESTMENT COMPOUND (For Inlays)
IMPERIAL INVESTMENT COMPOUND (For Bridge-Work)
PAINTING AND INLAY INVESTMENT
OXPARA (Recognized Treatment for Abscessed Teeth)
SYRINGES (Fischer and Boilit)
NORATCHET OPERATING STOOL
CANFIELD GUTTA PERCHA POINTS (Aseptic)
CARMI-LUSTRO PRODUCTS (For Prophylaxis)
GOULD'S GRANULAR GUM RUBBER
ACOLITE (For Inlays, Restorations, etc.)

—and other associated products

Sold Only Through Established Dental Dealers

Factory—Toledo, Ohio

Check TARTAR!

Thousands of dentists have written us enthusiastically commenting on the cleaning, healing and tartar-preventing value of Mu-Sol-Dent.

Professional men are cordially invited to visit our offices in Pittsburgh and inspect these letters. For they are more eloquent and convincing than the most authoritative scientific discussion of the pros and cons of the chemistry of Mu-Sol-Dent.

As to tartar prevention, the observations of hundreds of dentists who have tested it on patients suffering especially from its rapid formation, are briefly these: Mu-Sol-Dent (liquid), when used daily for brushing teeth, reduces calculus formation to an astonishing degree. And the little tartar that does form is so soft and crumbly that it is harmless and can be readily removed without difficult instrumentation. Thus the dentist saves much valuable time, and the patient is materially benefitted.

Will you try it? If you do and watch results, we know you'll agree our claims are fully warranted and in strict accord with the facts.

Mu-Sol-Dent *dissolves mucin*



*Free Sample
Professional Men Only*

V. B. CORPORATION

1023 Liberty Ave.

Pittsburgh, Pa.

*Co-
nation
tist.

Dry Mouth*

THIS is a condition which is fortunately rare in its severer manifestations, but is common in a mild form. Many people suffer from a slightly deficient flow of saliva and also usually a deficient secretion from the mucous membranes of the mouth. In this type of case the patient may not complain of dry mouth but dryness is noticed if the mouth is kept open for a short time. And in these cases the gingival tissues are particularly subject to low grade infections. Occasionally the dentist is consulted by a patient in whom the deficiency of saliva and mucous secretion is so marked as to be the source of much discomfort. In these cases, at least, the need for salivary stimulation is not only obvious but acute.

The investigations of the past have been disappointing as far as indicating the possibility of stimulating salivary flow by the use of a dentifrice. These studies have been based, however, on the type of dentifrice and mouth wash available in the past. In Calsodent there has been a definite compounding of ingredients which have been individually tested as to their effect on the

promotion of the flow of saliva and also of osmosis. Substances, such as soap and calcium carbonate, which have been found to inhibit salivary flow, have been omitted from the formula. People suffering from dry mouth have been most grateful for the relief they have obtained through the use of Calsodent.

* * *

The formula of Calsodent is not secret but it has been found to be difficult to compound even by the most careful pharmacist. Absolute purity of all ingredients and of the manner of their compounding, even to the extent of controlling atmospheric conditions, is necessary. The Odontex Corporation exists chiefly that the profession and the public may obtain the best that specialized study in this field has provided.

The Odontex Products Corporation

315 FIFTH AVENUE
New York City

The Odontex Products Corporation,
315 Fifth Avenue, New York City

Enclosed please find \$1.00 for which you are to send me one full size \$1.00 bottle of Calsodent, two regular 75c Calsodent-Odontex brushes and a copy of "The Modern Conception of Periodontal Disease."

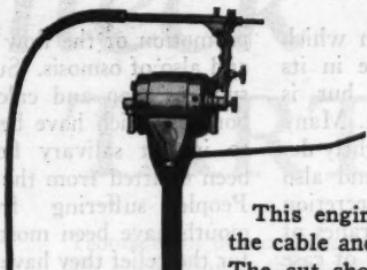
Name _____ D.D.S. _____

Street _____

City _____ State _____

*Contributed by an internationally known periodontist.

Jack Rabbit Engine



No. 11

This engine is made in both the cable and the all cord type. The cut shows the cable type equipped with an S. S. White No. 7 hand piece. Complete as shown \$70.00. With the all cord triple arm and S. S. White Doriot hand piece complete \$95.00.

We are using on this engine a very large motor which furnishes an abundance of power that will not choke with the heaviest stone:

Our complete catalog shows our line of engines, cuspidors, casting machines, and various other items we manufacture. We will be glad to mail this to you on your request.



T. M. Crutcher Dental Mfg. Co.

Box 686

Louisville, Ky.

ORAL HYGIENE

2440-g

AZAMINE

TRADE MARK

for

Pyorrhea
Gingivitis, Vincent's Infection
Extraction Sockets
Septic Conditions in the Mouth

Obtainable at your nearest
Dental Supply Depot or

RARE CHEMICALS, Inc.

100 Fifth Avenue

New York, N.Y.

At Last Made Palatable

No more need your patient say, "Doctor, I can't use this horrible stuff!" when his condition indicates sodium perborate as the medicinal agent

VINCE
REG. U.S. PAT.OFF.

*The Scientific
mouth-Wash*

is based on sodium perborate, for the first time made palatable, pleasing and refreshing to the taste.

VINCE LABORATORIES, INC.

308 West 141st Street,
New York City, N. Y.

Please send me, for trial purposes, Professional Samples of powdered VINCE.

Name _____

Address _____

City and State _____

ANNOUNCEMENT



IN November 5th it was announced that a substantial interest in the retail dental supply business of Lee S. Smith & Son Company had been acquired by The S. S. White Dental Manufacturing Company.

This does not in any way affect LEE S. SMITH & SON MANUFACTURING COMPANY which, since 1912, has been a separate corporation, all the stock of which is held by the Smith Estate and executives actively connected with the business.

LEE S. SMITH & SON MANUFACTURING COMPANY will remain in every way an independent organization.

W.M. E. WILLIAMS,
General Manager.
Pittsburgh, Penna.



Pertinent Facts About the
Entire Quartz Mercury
Anode Type Burner



1. Stability of the arc
2. Does not generate excessive heat
3. No fumes or smoke
4. Requires no adjustments
5. Operates without attention
6. Low cost for operation
7. Technique easily standardized
8. No danger from sparks
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POSITIONS OPEN: (A) Michigan D. D. S. seeks Assistant. Salary fifty dollars week and commission. (B) Dental Hygienist of pleasing personality desired by Southern D. D. S. Salary open. No. E-206 Axmo's National Physicians' Exchange, 30 North Michigan, Chicago.

SITUATIONS WANTED: Dental mechanic with nearly ten years experience desires position in West. Very highly recommended. Available now. No. E-207 Axmo's National Physicians' Exchange, 30 North Michigan, Chicago.

Dentist's assistant, twelve years chair and laboratory experience, good contractor, 34 years old. A-1 references. "46" Oral Hygiene, Pittsburgh.

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FOR SALE: Old established dental office in a fine Illinois town, three thousand population, five smaller towns to draw from. Ritter equipment, a bargain at eight hundred dollars. "Y" Oral Hygiene, Pittsburgh.

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FOR SALE: Two chair office, Springfield, Ohio; twelve hundred dollars, terms. "L" Oral Hygiene, Pittsburgh.

FOR SALE: Advertising dental office in large Texas city, fine corner location. Good lease. Business good and making plenty of money. This will bear the strictest investigation and is a wonderful proposition for experienced man. Reason for selling, other business. "W" Oral Hygiene, Pittsburgh.

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WANTED: Operator in semi-advertising office. Salary and commission, permanent position. Dr. W. H. Sells, Room 201 Commercial Bldg., cor. Fourth & Ludlow St., Dayton, Ohio.

WANTED: Established dental office in Ohio, near Cincinnati, must stand investigation. "B" Oral Hygiene, Pittsburgh.

FOR SALE: Established practice and equipment, St. Marys, Penna., owner retiring account ill health. Dr. C. W. Boyer, St. Marys, Pa.

WANTED: To hear from a dentist wanting to locate in California. Write "SD" Oral Hygiene, Pittsburgh.

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FOR SALE: Advertising dental office, running from fifteen thousand to twenty thousand dollars year. Five chairs, established nineteen years. Address Box 463, Shreveport, La.

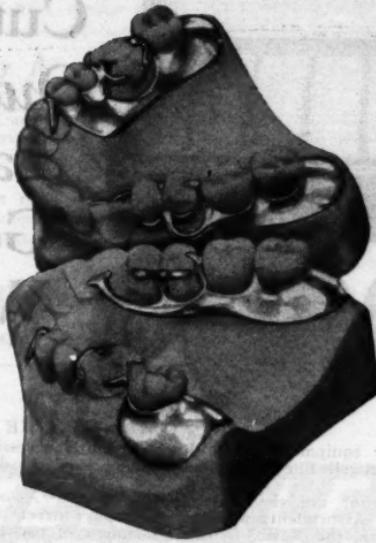
WANTED: Good operator, must be registered in Ohio; good salary or will give working interest in good ad office. Also laboratory man who can assist operator. Address Lock Box 1074, Columbus, Ohio.

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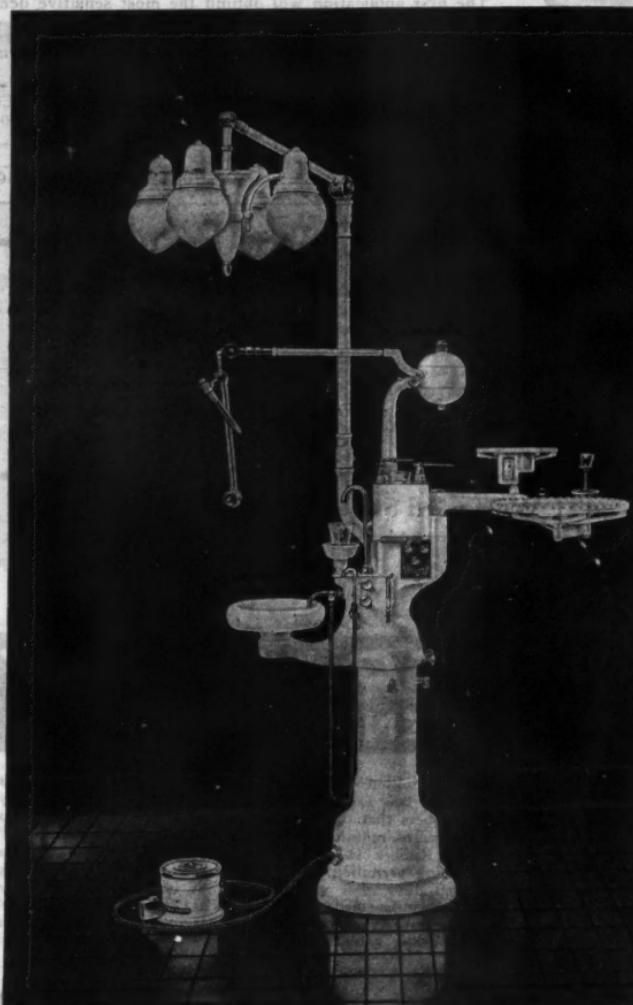
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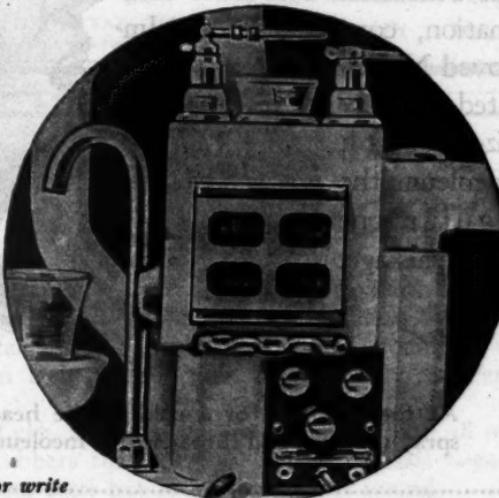
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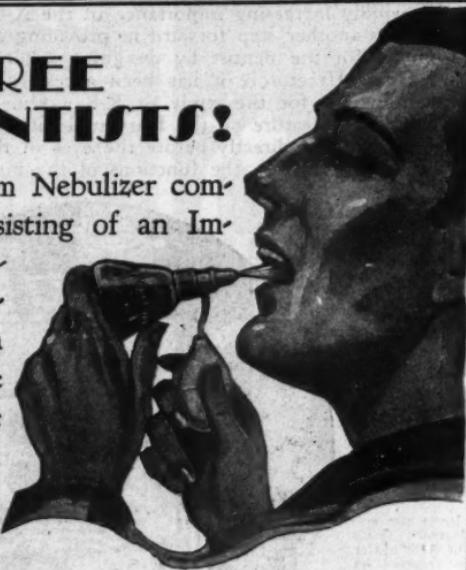
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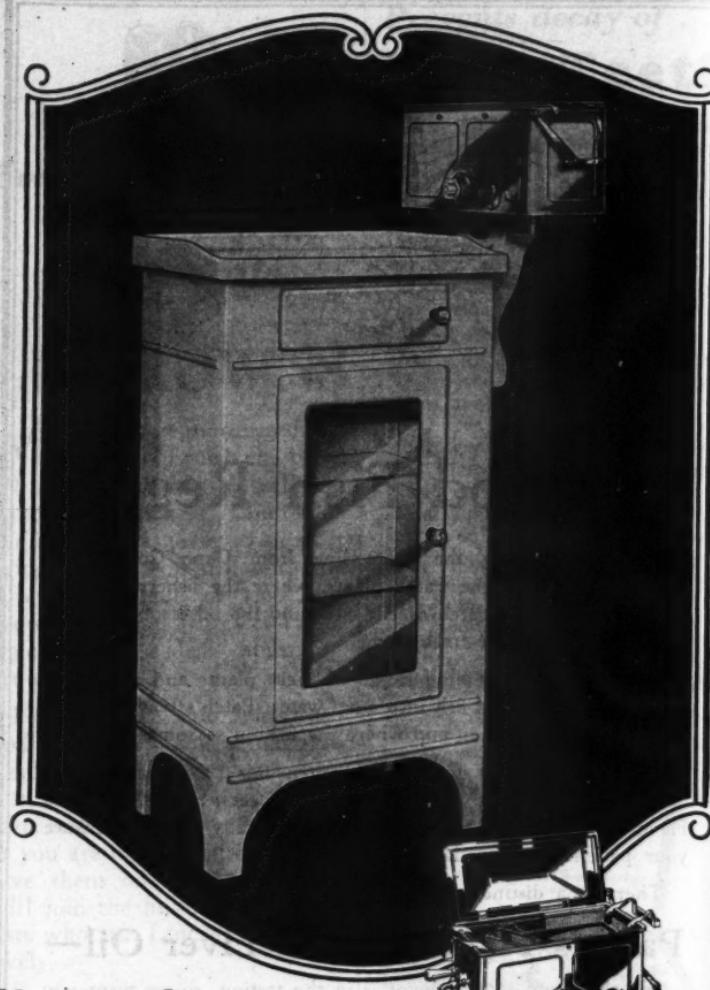
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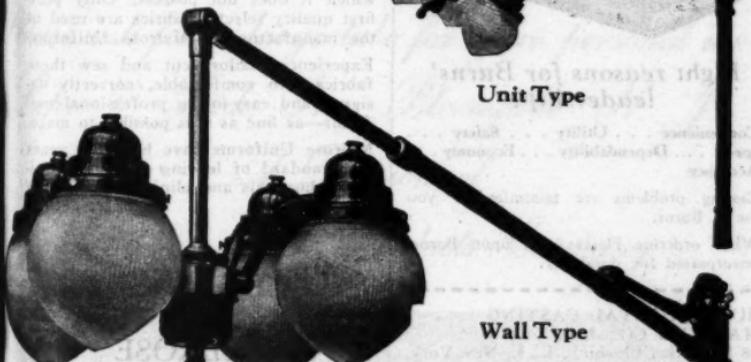
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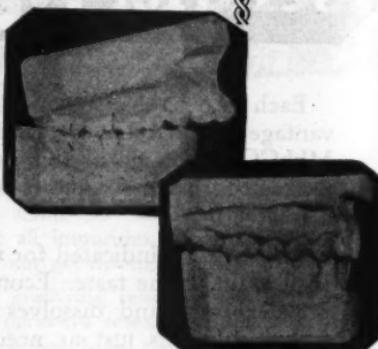
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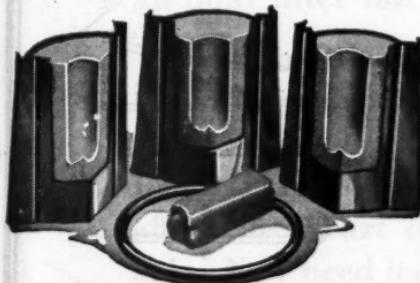
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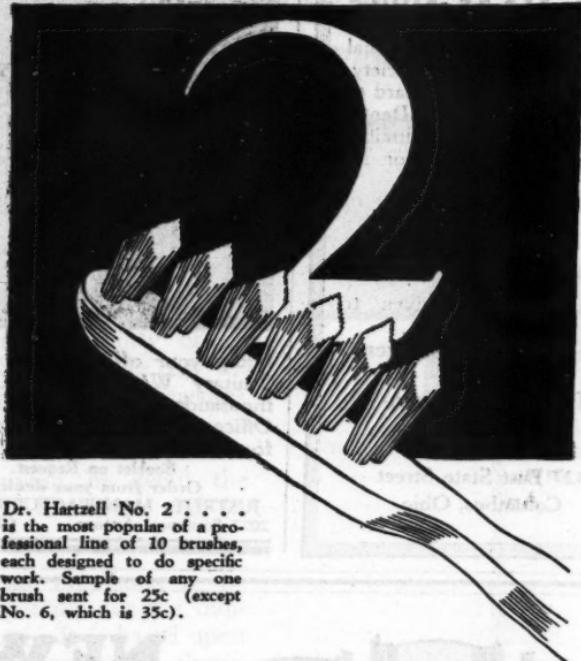


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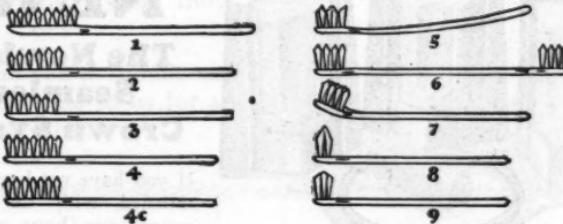
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Jobber or The Owens Staple-tied Brush Company,
Manufacturers, Toledo, Ohio.

Dr. Hartzell
TOOTH BRUSH

The Psychosis of Pain

You encounter it every time you use a drill or examine an ulcerated tooth. A terrible thing, if neglected, but easy to overcome.

That is why Bayer - Tablets of Aspirin are building reputations for many dentists today—they are conquering the psychosis of pain—and the patient gives the dentist credit.

Give one or more Bayer-Tablets of Aspirin while the patient is waiting. Prescribe two more to be taken an hour after the operation.

First, you decrease nervous irritability, and then you conquer after pain and the ache of recollection. Bayer-Tablets of Aspirin do not affect the heart or upset the stomach. You need have no fear in prescribing them.



ASPIRIN

Aspirin is the trade mark of Bayer Manufacture
of Monoaceticacidester of Salicylicacid



Just 2 Minutes
To Introduce an Old Friend
DUNN'S CEMENT

THE master chemist wants two moments to remind you that Dunn's was the first one-liquid non-sodium cement and is still the best. Easy mixing, tough and strong in the thinnest cavity lining, its setting is assisted by contact with saliva. For crown and bridge work, inlays and fillings. Our Zinc-copper cement with the same properties has additional high germicidal qualities imparted by the copper salt in the liquid and the copper in the powder.

To interest you in a trial order we will send:-

1 6 x 4 package Crown and Bridge Cement . . .	\$8.00
1 package Zinc Copper Cement (black, white or red)	2.00
1 package Temporary Cement	<u>2.00</u>
All for \$8.00	\$12.00

These cements are unconditionally guaranteed; if unsatisfactory they may be returned for full credit. We will ship through your dealer anywhere.

A card will bring you a little booklet "Two Minutes on Mixing" which contains valuable hints on the use of cement

Recommended by Two Generations of Dentists

J. AUSTIN DUNN SPECIALTY CO.

Division of

Union Dental Instrument Mfg. Corporation

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Also Manufacturers of Udimcolite Products

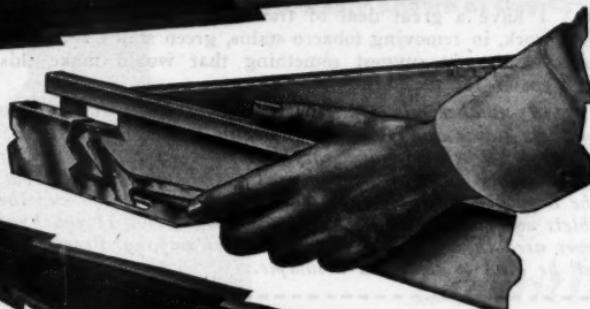
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Exclusively American



Mechanical Perfection

American Dental Cabinets have some exclusive mechanical features. The cut above shows the suspension device, the hook stop, and the manner of lifting it when removing drawer from cabinet. The cut also shows the flange on the drawer sliding under the channel suspension.

American Cabinet No. 150 has this feature, and many others. Over 75% of all dental cabinets sold are American.

The American Cabinet Co.
Two Rivers, Wis.



American Cabinet No. 150

THE AMERICAN CABINET CO., Two Rivers, Wis.
Please send me circular No. 45-D.

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QUESTION BOX

Q. I have a great deal of trouble, when doing prophylactic work, in removing tobacco stains, green stains and other stains. Can you suggest something that would make this work easier for me?

A. A number of Dentists recommend *Taxi* for removing these stains and *Taxi Prophylactic Tablets* for restoring the lustre. These preparations have been on the market for several years and can be procured from any Dental Depot. The Liquid comes in a six-ounce bottle costing \$1.00 and the tablets are put up in boxes of 200 costing \$1.00. If you have never used these the Holland Specialty Company, Peoria, Ill., will be glad to send you a sample.

HOLLAND SPECIALTY CO.,
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Dr. _____

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Dealer. _____

Holding the Mirror Up to Nature

Your patient would as soon have you use bright green rubber for the gum shade on his plate as to use a pink that was off color.

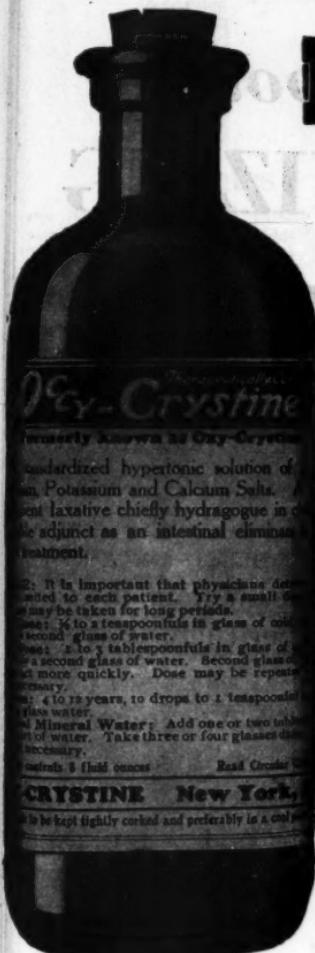
Your plates must be as near Nature as possible—which means you must use a superior rubber.

Eugene Doherty's New Improved Pink Rubbers

in light and medium light shades, fully answer every possible requirement in the making of gum shades for plates. Not only do they make the most natural plates, but they are tough and durable to a remarkable degree.

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Address all correspondence to Dept. B.



Occy-Crystine
Formerly known as Oxy-Crystine

"The Saturated Saline Laxative"

Standardized hypertonic solution of Sodium, Potassium and Calcium Salts. A potent laxative chiefly hydragogue in character, also useful as an intestinal eliminant.

It is important that physician determine dose to each patient. Try a small dose and if well-tolerated, may be taken for long periods.

Dose: 1/2 to 1 teaspoonful in glass of cold water. Second glass of water.

For children: 1/2 to 1/4 teaspoonful in glass of cold water. Second glass of water.

For adults: 1/2 to 1/4 teaspoonful in glass of cold water.

Mineral Water: Add one or two tablets to a glass of mineral water. Take three or four glasses daily if necessary.

Contains 8 fluid ounces Read Greater Carefully

CRYSTINE New York,
U.S.A.
To be kept tightly corked and preferably in a cool place.

The mouth broadcasts to the dental observer certain conditions farther down the intestinal canal. Elimination is most frequently the function at fault.

Occy-Crystine may be used as a hydragogue evacuant, and afterwards, by graduated decreasing dosage, as an efficient regulant.



Clinical trial supply sent
on request.

Occy-Crystine Corporation

Laboratory
Salisbury, Conn.

P. O. Box 118
Grand Central Station
New York, N. Y.

OCCY-CRYSTINE CORPORATION.

P. O. Box 118, Grand Central Station, New York

Gentlemen: Please send me clinical trial supply of Occy-Crystine postage prepaid to following address.

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VULCANIZING

in Sulphuric Acid

The water you leave in your vulcanizer pot isn't water at all. It is weak sulphuric acid formed during vulcanization from the sulphur released by the vulcanite. It is any wonder that a neglected pot will corrode and lose the factor of safety that is built into it at the factory?

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Your dealer will be glad to handle your vulcanizer problem for you.



**Buffalo Dental Manufacturing
Company**

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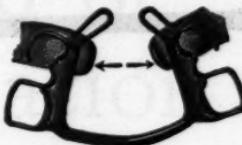
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Any patient may be anesthetized with nitrous oxid and oxygen by the McKesson Apparatus. Why? It has the necessary pressure and mixture control.

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\$10,000 for the loss of an eye!

\$50,000 for the loss of both eyes!

And such sums scarcely soften the misfortune for the beneficiary.

Guard your eyesight! Your professional training, your technical skill, your prestige and prosperity, all fade before the blighting horror of blindness or even lessened eye efficiency.

The New Patterson Dental Light does positively eliminate eye-strain and glare. It floods the operating field with a soft, shadowless brilliance, promoting your efficiency, banishing nerve tiredness and safeguarding your most precious possession.

Write today for complete information.

You NEED the New Patterson Dental Light!

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Manufacturing Division

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A word of Appreciation

I personally appreciate the hundreds of letters which dentists through the country have written me after receiving the two tubes of IODENT Tooth Paste which we recently mailed to them for test and observation.

It is particularly pleasing to see the emphatic way in which nearly every letter confirms the statements we have made for years concerning IODENT. Those letters clearly indicate that the dental profession as a whole favors a tooth paste made as IODENT is made.

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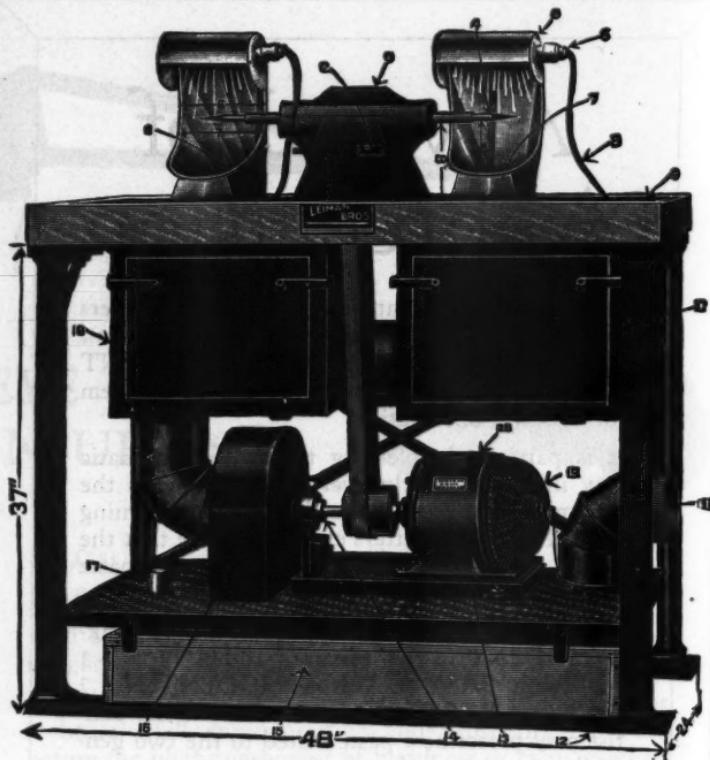
And they emphasize the value of IODENT'S small content of iodine in the easily soluble form of calcium and potassium iodides, as being an effective aid to the dentist in maintaining mouth hygiene, and in stimulating circulation in the gums.

A. J. LAUTMANN, D.D.S.
President, Iodent Chemical Company

IODENT CHEMICAL COMPANY
IODENT Building, Lafayette Blvd., Detroit

IODENT

TOOTH PASTE—TOOTH BRUSHES



A Drop of Water Will Wear Away a Stone
A Speck of Dust Will Kill

That's why LEIMAN BROS. POLISHING DUST COLLECTOR

is a necessity

With much to occupy our minds, little things like drops of water, little grains of sand or specks of dust often escape our notice. But believe it or not these are the really important things.

Each in its place is valuable, but each also contains the seed of destruction. The speck of dust in your lungs may mean disease or death later on, just as the little drop of water may mean the raging flood later on.

DON'T BREATHE POLISHING OR GRINDING DUST!

Ask about these
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used as a gum massage accelerates circulation, sweetens breath, and helps catarrhal conditions. Kondon's is a menthol jelly in a petrolatum base. Possesses all the lubricating qualities of vaseline, and the added virtues of cooling healing purest drugs. Kondon's has been doing good for 38 years. Three thousand dentists asked for samples last year. Ask for yours now.

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Dioxogen has or should have a place in every dental cabinet for it is perhaps the most effective cleanser of the mouth and teeth available.

It not only cleanses in the ordinary sense but it sterilizes and disinfects, destroys odors and is very mildly astringent.

Any dentist who tries Dioxogen on an unclean mouth cannot fail to be impressed with its value, and if he will compare it with ordinary peroxide of hydrogen he will as quickly realize why he should specify Dioxogen.

As nearly perfect a product as skill can make.

A sample will be sent gladly on request.

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Want to keep them healthy?

BUY
**CHRISTMAS
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The National, State, and Local Tuberculosis Associations of the United States



He started to "Climb"

And do things after you
had done your part

A FEW years ago a young engineer of marked ability struck a "snag" and commenced to go down. Overwork (which is a convenient phrase for work under nervous pressure due to physical and mental handicaps) took its toll, and a nervous breakdown followed.

He had been too busy to bother about his teeth and now on his way up he had been laid low. His general health suffered, his disposition soured, he no longer "got along" with associates or subordinates. This worried him, but he kept plugging on until he broke.

Trubyte —help both dentists and patients to "climb"

His physician got him just so far along the road to health and then turned him over to a dentist who knew what to do. This dentist knew that his patient needed teeth, but he knew also that he needed Appearance and Efficiency in his dentures, so he selected Trubyte Teeth. Then this man began to climb! Back to his old place and far above it. He knows now what teeth can do to make or break a man.

What was the value of this dental service? Do you think the success of this engineer should be worth a fair fee—say, a month's salary or even more?

Before you decide that patients "can't afford Trubyte Teeth," suppose you try to determine the value of your service to each patient and then present the matter to the patient in its true light. There will be more Trubyte dentures, and you will start to "climb."

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The DENTISTS' SUPPLY COMPANY
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That Lustrous White Amalgam
SILVERLOY
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If you have never tried SILVERLOY here is a chance to try it at our expense.

Silverloy maintains a permanent lustrous white color and is impervious to oral fluids. It gives strong lasting margins and the proper resistance to occlusal stress. Tests show the crushing stress to be five hundred pounds on a block only eighty-five thousandths of an inch square.

There is a trifling expansion but no contraction.
 Silverloy is made in accord with Dr. Black's method and we make certain that every ounce is uniform in quality. Sold with "Satisfaction or Your Money Back" guarantee.

Formula:—67% silver, 27% tin, 5% copper, 1% zinc.



Prices

1 oz.....	\$1.50
5 ozs.....	\$7.00

**Use Coupon
TODAY**



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 1837-1845 S. Crawford Ave., Chicago, Ill.

Send me at once, parcel post prepaid, One Ounce SILVERLOY

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After using it for ten days, if I am not in every way satisfied, I may return the unused portion and you will give me credit for the entire ounce; otherwise charge \$1.50 through my dealer.

Dealer's Name.....

Doctor.....

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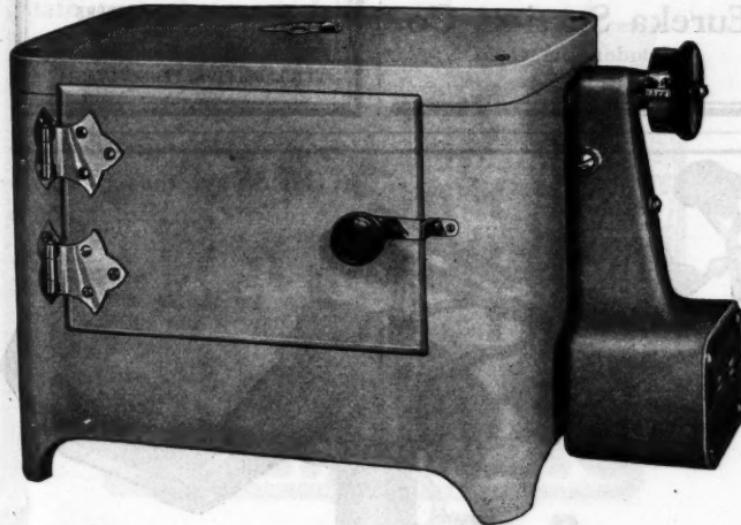
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The new Barkmeyer Thermostatic Oven for wax expanding and elimination. It has an automatic temperature control that can be set at any heat between 100 degrees and 700 degrees Fahr. by means of a dial. It will maintain that heat constantly.

Those who have tried it say it is wonderful—a worthy companion to the Barkmeyer Porcelain Furnace. We, too, are proud to offer it to the profession because we know it is needed.



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Please send me your interesting literature on the new Thermostatic Oven.

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Holding its
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and a full set
of uppers.
A real test
for lowers.

Eureka Suction Co.
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FRENCH'S DENTAL PLASTERS

Lead in Quality: Economy
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Three Grades

Impression—Setting in 3 to
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Samples Furnished on Request
Distributed by your Dental
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Improved
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Wounds Heal More Quickly

DENTISTS who use Sodiphene regularly in all their oral surgery find that wounds heal more quickly and are free from chance infection.

Sodiphene is so mild and soothing that it will not irritate even the most delicate oral tissues. There is no caustic action about Sodiphene.

Our chemists have found a way to combine phenol in a 4% solution.

Your card or the coupon will bring a generous size for testing purposes.

If you have never tried Sodiphene, we will be pleased to send you free samples. Use it on a particularly stubborn case of infection if you have one, and notice how quickly the case begins to clear up. Its regular use in all oral surgery will prevent chance infection from gaining a foothold.



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The Dentist Is Undisputed Master

No dentifrice, however scientifically compounded, can ever displace the professional skill and knowledge of the dentist in caring for teeth and gums. It cannot be regarded as even a poor substitute.

It can, however, be an ally of the dentist in becoming the first step in preventive oral hygiene. We believe that Forhan's for the Gums is such an ally. By helping the gums to remain firm and healthy, by keeping the teeth normally white and lustrous, Forhan's for the Gums gives valuable aid to the dentist in his warfare on tooth and gum diseases.

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Because they are recognizing its value as an ally and supplement to their work, more and more dentists are suggesting the use of Forhan's for the Gums to their clients.

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Forhan's Pyorrhcea Astringent is a recognized healing adjunct in the successful treatment of Pyorrhetic conditions. Its use is restricted solely to dentists.



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Thorough training in every branch of Mechanical (Prosthetic) Dentistry, including the construction of dentures by the "Iteco," "Porcelite" and all similar techniques. Practical work of all kinds, including work with gold and other precious metals. Students remain until they have mastered every detail—no extra tuition.



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THIS arch is made flat between threaded ends and is of unusual strength and springiness which are features much to be desired. Threaded portions retain their round forms which insures rigidity in anchoring to bands. This arch is readily adapted to the contour of the teeth and is more comfortable to your patient.

The Usona Expansion Arch CF illustrated (gold plated) can be had in 16-18-20 gauge and in three lengths, 4 $\frac{1}{4}$ -4 $\frac{1}{2}$ inches.

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IT IS a notable germicide, an efficient antiseptic, a non-irritant; a decided local anaesthetic; insoluble in water or glycerine; does not discolor or stain; is possessed of an agreeable odor and not a disagreeable taste—and maintains an unchanged integrity. It is recognized as wonderfully adapted to a large proportion of all dentopathological conditions, from sensitivity of dentine, through the varying conditions of pulp irritation, pulp devitalization, pericemental irritation, alveolar abscess and caries, or necrosis of contiguous osseous structure.

Samples to dentists on request
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Campho-Phenique Liquid, 4 oz., \$ 1.20
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An instrument designed for the preparation of teeth for crowns and of abutments in crown and bridge work with mathematical accuracy, for accurate formation of cavities for inlays, measurements in orthodontia and numerous other operations in dentistry.

It is especially adapted to be operated in the mouth and to be worked with ONE hand.

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Know what you make and what you spend—and you'll make more.

A few minutes a day spent with TAXFAX will save you many hours and many dollars at Income Tax time.

At your dealer's! Ask him to show you sample copy.

**"Use Your Head
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Try a Tonic-Laxative

WHENEVER a laxative is indicated to overcome constipation, or to prevent intestinal toxemia, and as a general hygienic measure in the course of dental treatment

A G A R O L

the original mineral oil emulsion with phenolphthalein, not only softens the intestinal contents but gently stimulates the peristaltic action and thereby aids in re-establishing normal bowel function.

The agreeable taste and the convenience of using Agarol have made intestinal hygiene a safe and desirable therapeutic measure in dental practice. We will

gladly send you a liberal quantity of Agarol to convince you of its merits.



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No. 8

CARBOL EUGENOL is ideal for use in buccal cavities in 6 and 12 year molars, and in the preservation and control of deciduous teeth.

It is insoluble in the fluids of the mouth and can be easily removed. It gives immediate relief to toothache.



Price in U. S. A.

Regular Size.....	\$1.50
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Prepared by

King's Specialty Co.

Fort Wayne, Ind.

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Perfection Impression Compound

Softens Readily Hardens Quickly

Working temperature between
120° to 130°

Kerr Perfection Impression Compound is homogeneous in mass; fine in grain texture; highly adaptable to the tissues of the mouth when softened; neither crawls nor creeps; and is free from flaking.



REGULAR CAKES

Kerr Perfection Impression Compound permits equal pressure on the stationary parts (hard and soft) and air-tight freedom for the moving muscles. The result is Relief (of hard parts) without Leak (on soft parts).

Sold by All Leading Dental Depots.

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HALEY'S M-O MAGNESIA OIL

It takes time . . . for any Antacid to Act

It requires the presence of the antacid in every crevice and crypt, between and around the teeth, everywhere in the oral cavity to assure counteractive effect.

HALEY'S M-O MAGNESIA OIL

is a pleasant, permanent emulsion of Milk of Magnesia and Mineral Oil.

In the mouth it spreads, clings and penetrates long enough to exert the maximum antacid action.

M-O IS THE PARAMOUNT ANTACID MOUTH WASH.

Internally, it is lubricant, laxative, emollient, toxin-solvent, properties which commend it for those patients whose systemic condition must be treated in order to get best dental results.

Generous sample and M-O booklet on request.

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Send me sample and booklet on M-O.

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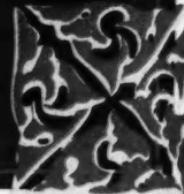
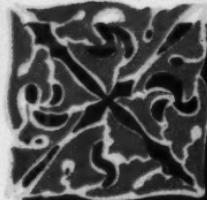
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AUTOMATICALLY

*just like an extra
pair of hands*



The "NO SALARY ASSISTANT"

Progressive doctors no longer tolerate the old 3-heat switch type of sterilizer which needs watching, waiting and coaxing.

Castle sterilizers have long since "outgrown their short pants," and now with the Full Automatic they are fullfledged and "on their own."

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But it cleanses as no other agent can—not only surfaces, but in the crevices between the teeth.

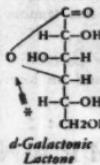
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It is non-abrasive, non-injurious in any way—harmless if swallowed. Patients with thick, viscid,ropy saliva are most benefited by it. Contains no soap, strong acids, or alkalies.

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This new chemico-physical action is due to the pH controlled progressive breaking of the lactone ring in contact with the film, which acts as a specific colloid to crumble it.

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Now new methods of production have brought costs down, permitting prices anyone can pay.

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LACTONA, Successor to Tooth Paste, is the dentifrice that helps dentists most in prolonging the benefits of the careful work they do in patients' mouths.

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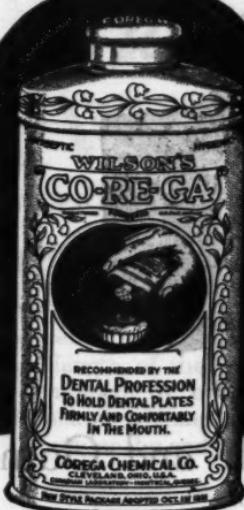
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Should Go With Each
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A WONDERFUL POWDER TO ASSIST
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Cleans the teeth and firms the gums

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REVELATION TOOTH POWDER is not a powerful medicated dentifrice. On the contrary, REVELATION's action is that of safely dissolving mucin plaques and starting a copious flow of saliva that helps in washing the teeth.

REVELATION is alkaline. It will overcome any acidity that may be present in the saliva, and also neutralize the acid ferment and prevent gold from tarnishing.

We make no medical claims for REVELATION.

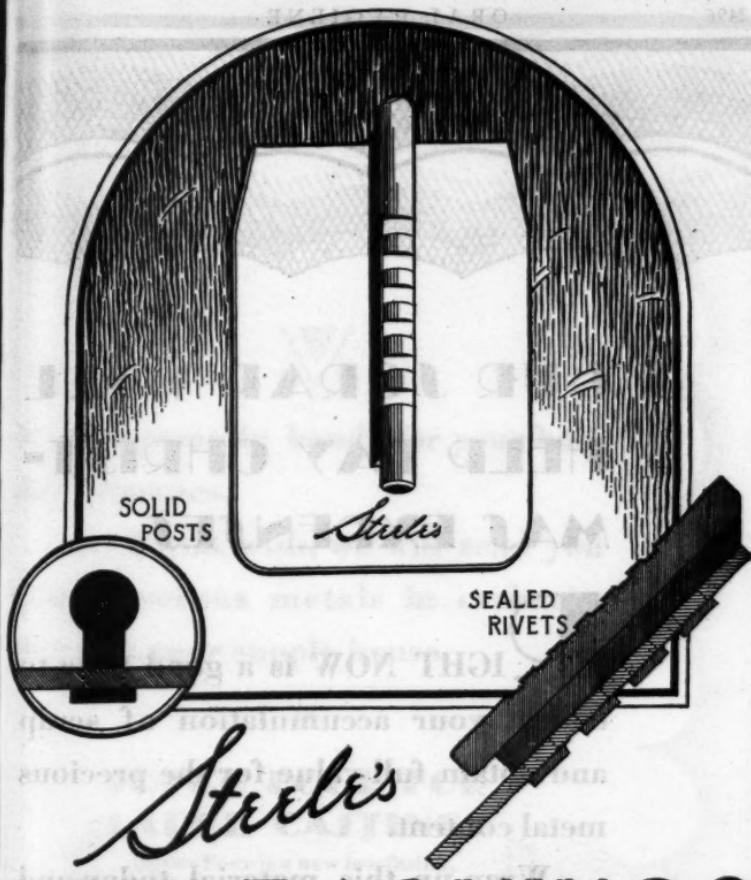
REVELATION is a safe dentifrice to use and will do all that any dentifrice can do safely.



Revelation for Teeth and Gums

Never in paste form

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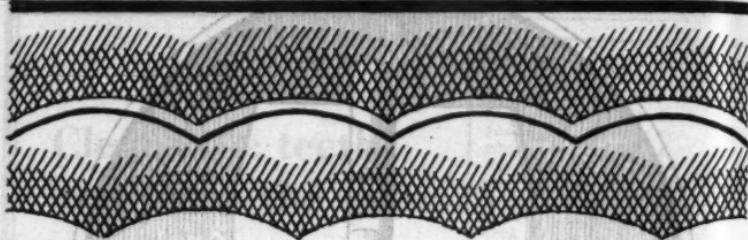
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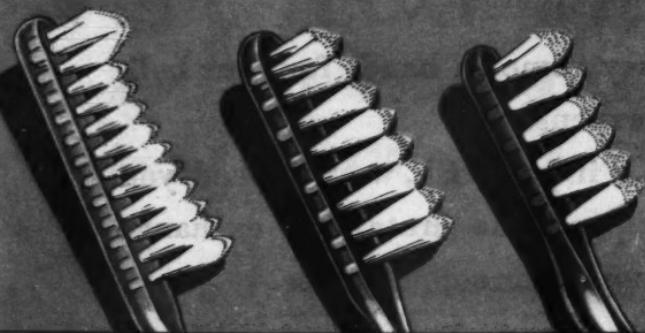
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*These
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meet different needs of
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The Tufted Pro-phy-lac-tic is for the normal, full-formed dental arch. The end tuft and the arrangement of the bristles are now improved to conform to the specific requirements of the average size arch.

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Our new booklet is a complete guide to home care of the teeth. Copies of this booklet, up to the number of twenty-five, sent you free upon receipt of your professional card.

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